

Grain Market Outlook for 2023

Holt County Farm Bureau Annual Meeting

Oregon, Missouri

January 30, 2023

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Grain Market Perspective

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KANSAS STATE
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Grain & Corn Market Outlook ²⁰²³ in Kansas-Missouri, the U.S. & Globally

3

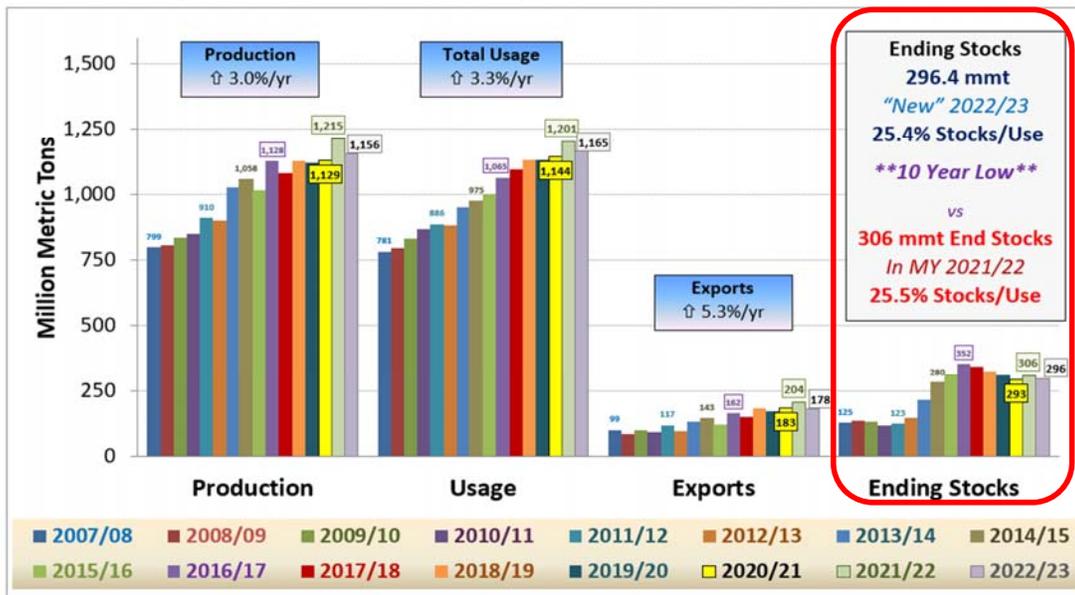
1) “Tight!” 2023 Global Corn, Other Grain & Oilseed Stocks

- *The importance of South America’s 2023 corn & soybean crops!!*
- Occurring &/or Anticipated in 2023:
 - Drought in Argentina
 - Smaller Crops & Exports from Ukraine

World Corn Supply-Demand

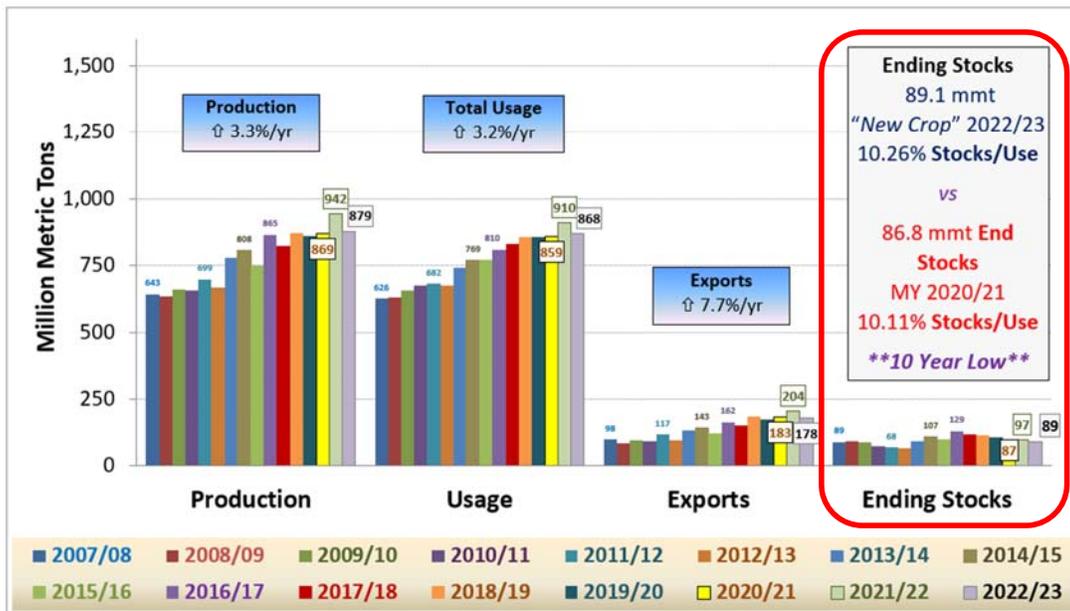
4

MY 2007/08 – “Current” MY 2022/23 as of the January 12, 2023 USDA WASDE Report



"World Less-China" Corn Supply-Demand

MY 2007/08 – "Current" MY 2022/23, as of the January 12, 2023 USDA WASDE Report



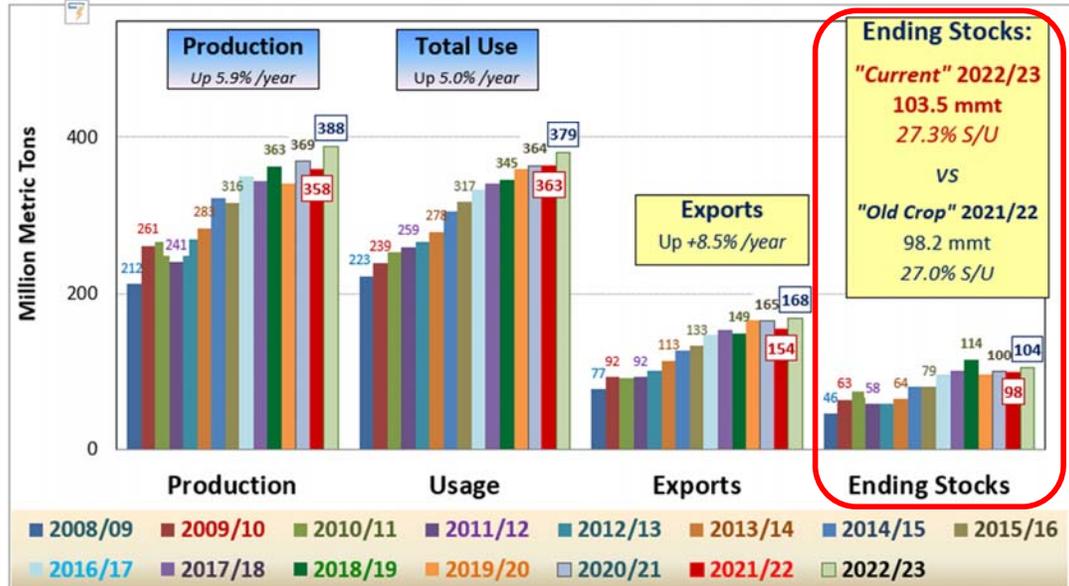
World vs "World Less-China" Corn % Stocks-to-Use

MY 2007/08 through "Current" MY 2022/23, as of the January 12, 2023 USDA WASDE report.



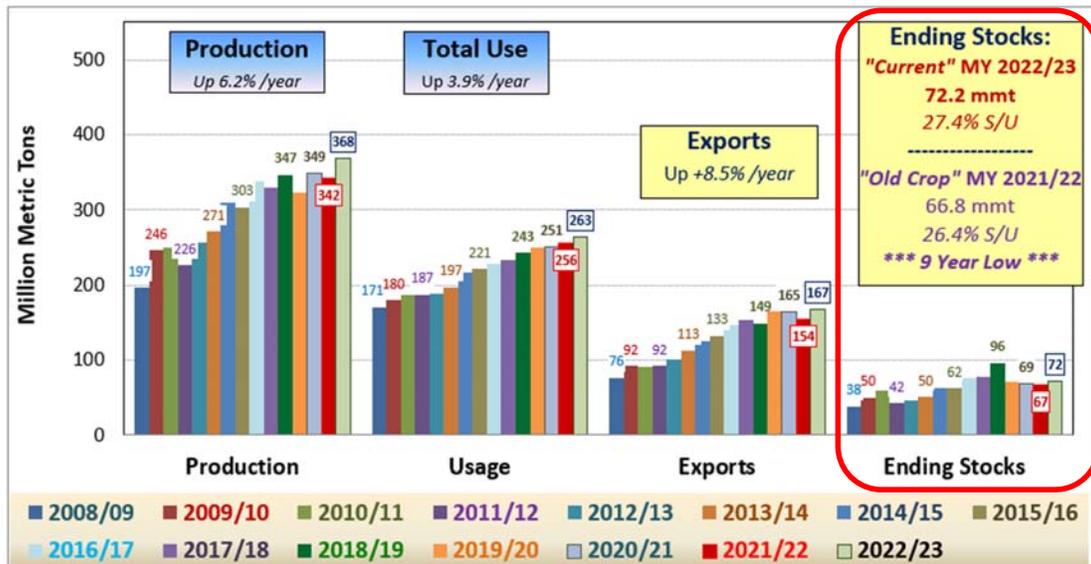
World Soybean Usage & Ending Stocks

MY 2008/09 thru "Current" MY 2022/23 as of the January 12, 2023 WASDE Report



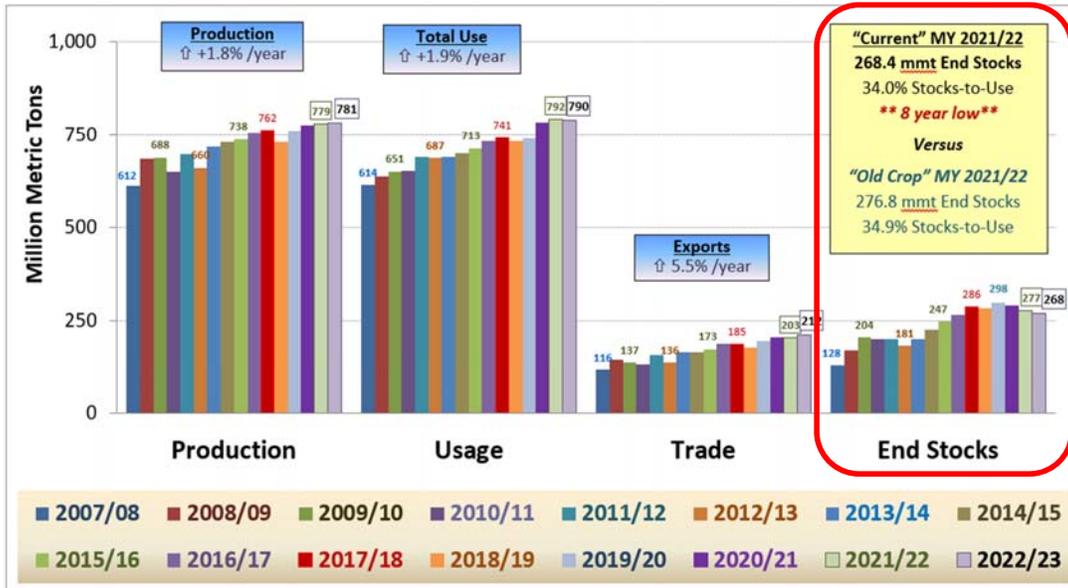
"World Less-China" Soybean Use & Ending Stocks

MY 2008/09 - "Current" MY 2022/23 as of the January 12, 2023 WASDE Report



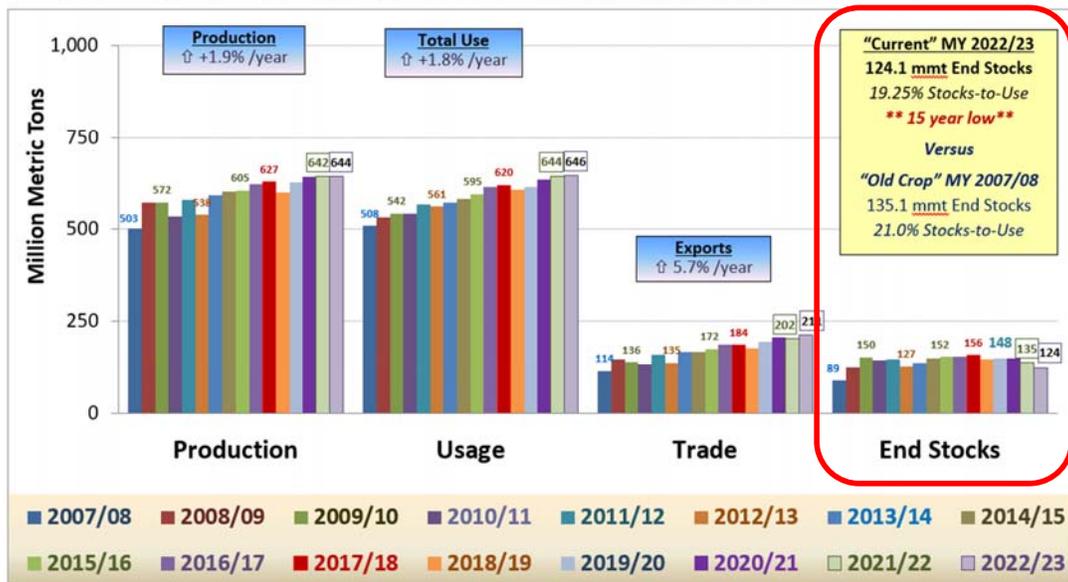
World Wheat Usage & Ending Stocks

MY 2007/08 - "Current" 2022/23 as of the January 12, 2023 USDA WASDE Report



"World Less-China" Wheat Usage & Ending Stocks

MY 2007/08 through "Current" MY 2022/23, as of the January 12, 2023 USDA WASDE Report



World vs "World Less-China" End Stocks & % Stocks-to-Use

MY 2007/08 through "Current" MY 2022/23 as of the January 12, 2023 USDA WASDE report



Grain Market Outlook 2023

2) Carryover impact of the Crop Production damage in the Western-Central Plains during 2022-2023

- *Western Kansas / OK / TX / NE*

→ *Stronger Corn & Soybean BASIS throughout the U.S. Corn Belt*

► Q? 2023 U.S. Corn, Soybean & Wheat Production?

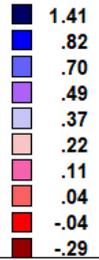
→ *Seasonal risk in Spring-Summer 2023 – Dry subsoils in many areas*

Corn Basis, 01-25-2023

Basis = Cash Price - Nearby Futures Price

CBT Mar
Futures
Price: \$6.75

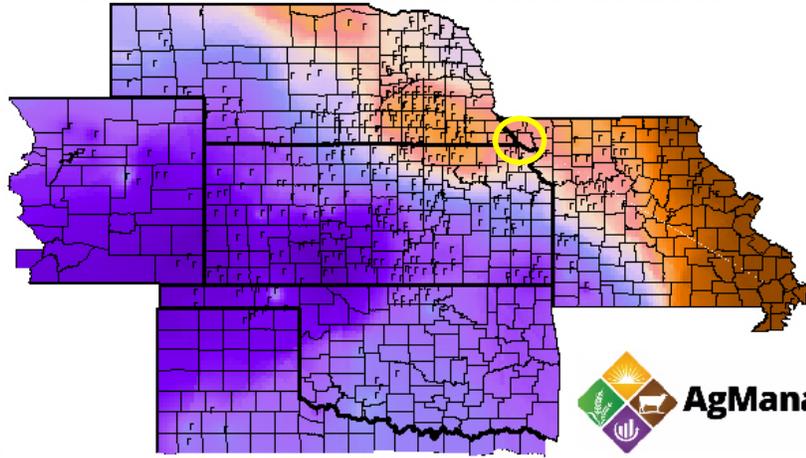
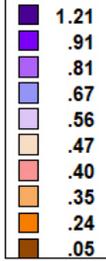
\$/Bushel



Corn Basis Deviation, 01-25-2023

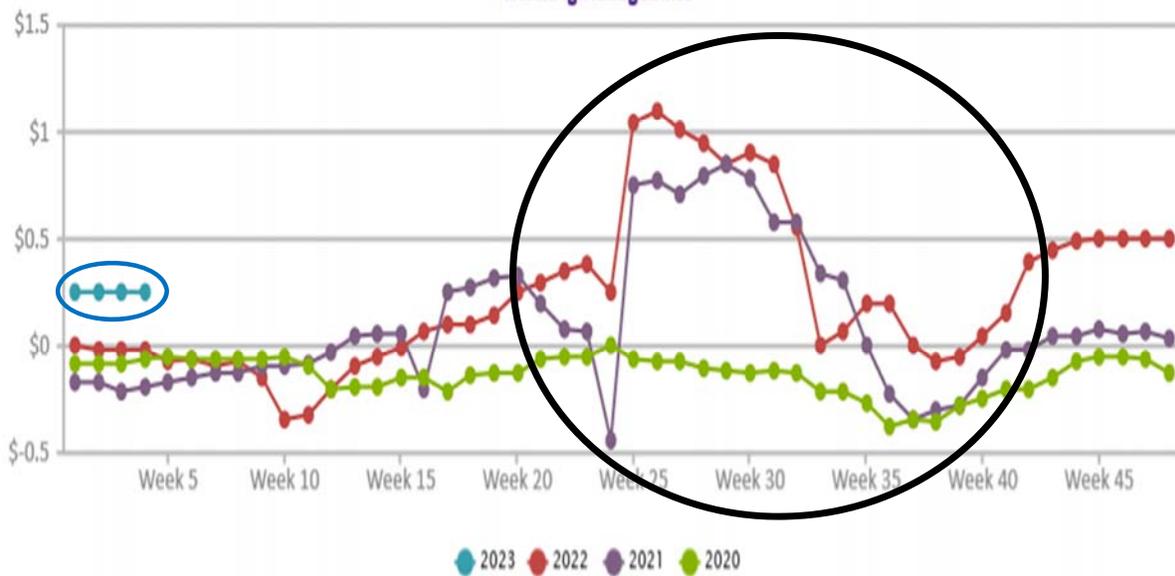
Basis Deviation = Current Basis - 3 Year Average Basis (2020, 2021, 2022)

\$/Bushel



SAINT JOSEPH, MO: Corn Basis - BARTLET

www.AgManager.info

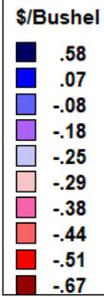


Soybean Basis, 01-25-2023

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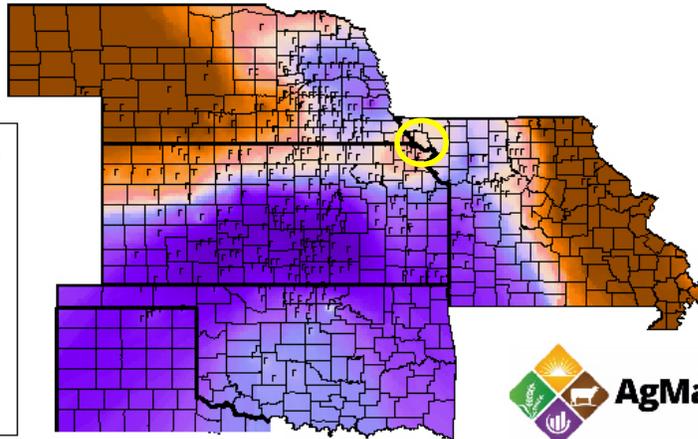
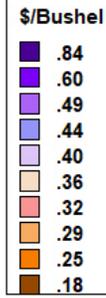
Basis = Cash Price - Nearby Futures Price

CBT Mar
Futures
Price: \$15.03



Soybean Basis Deviation, 01-25-2023

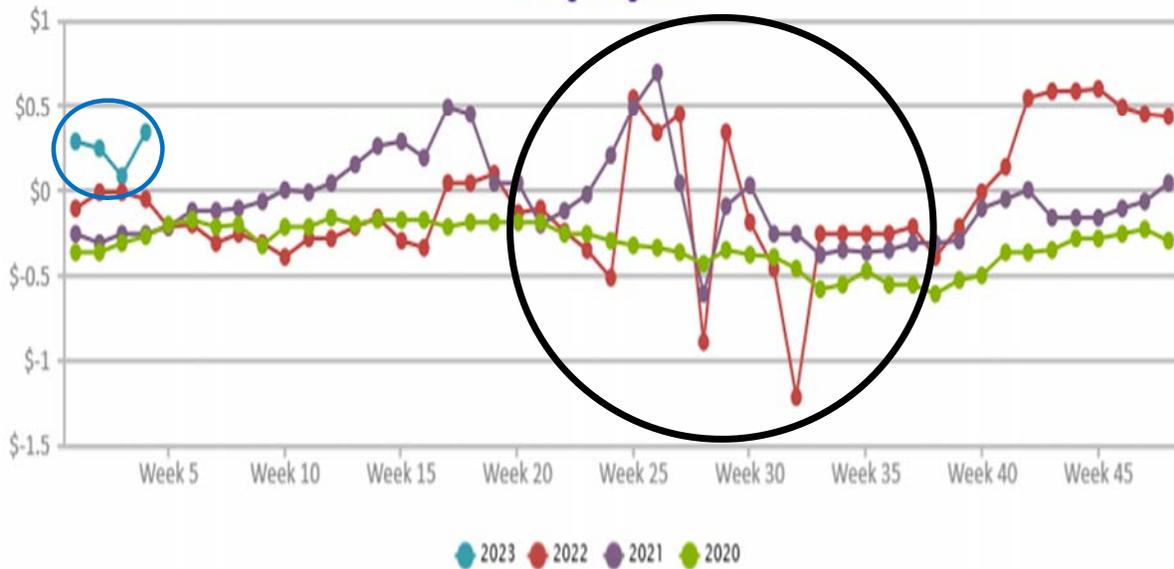
Basis Deviation = Current Basis - 3 Year Average Basis (2020, 2021, 2022)



SAINT JOSEPH, MO: Soybeans Basis - BARTLET

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3) Continuance of dry La Nina Weather Pattern in 2023???

- “La Nina is expected to continue into winter, with equal chances of La Nina & ENSO-neutral during January-March 2023. In February-April 2023, there is a 71% Chance of ENSO-neutral.”

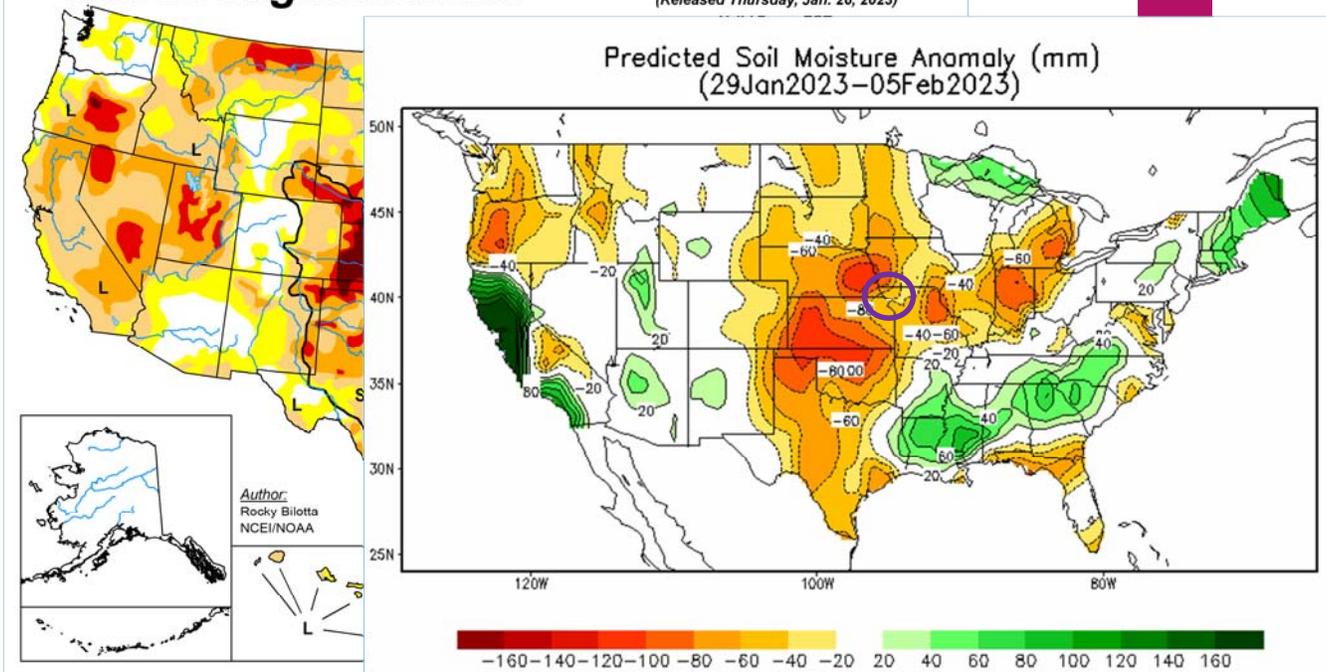
U.S. Climate Prediction Center / NCEP January 3, 2023

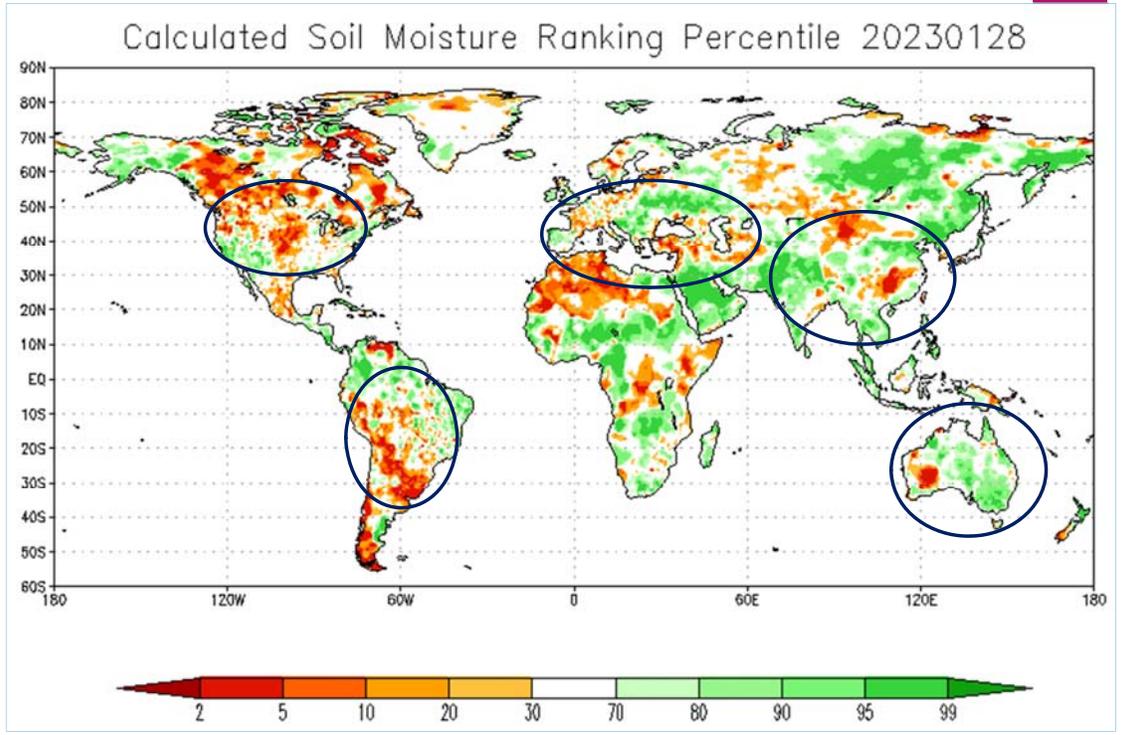
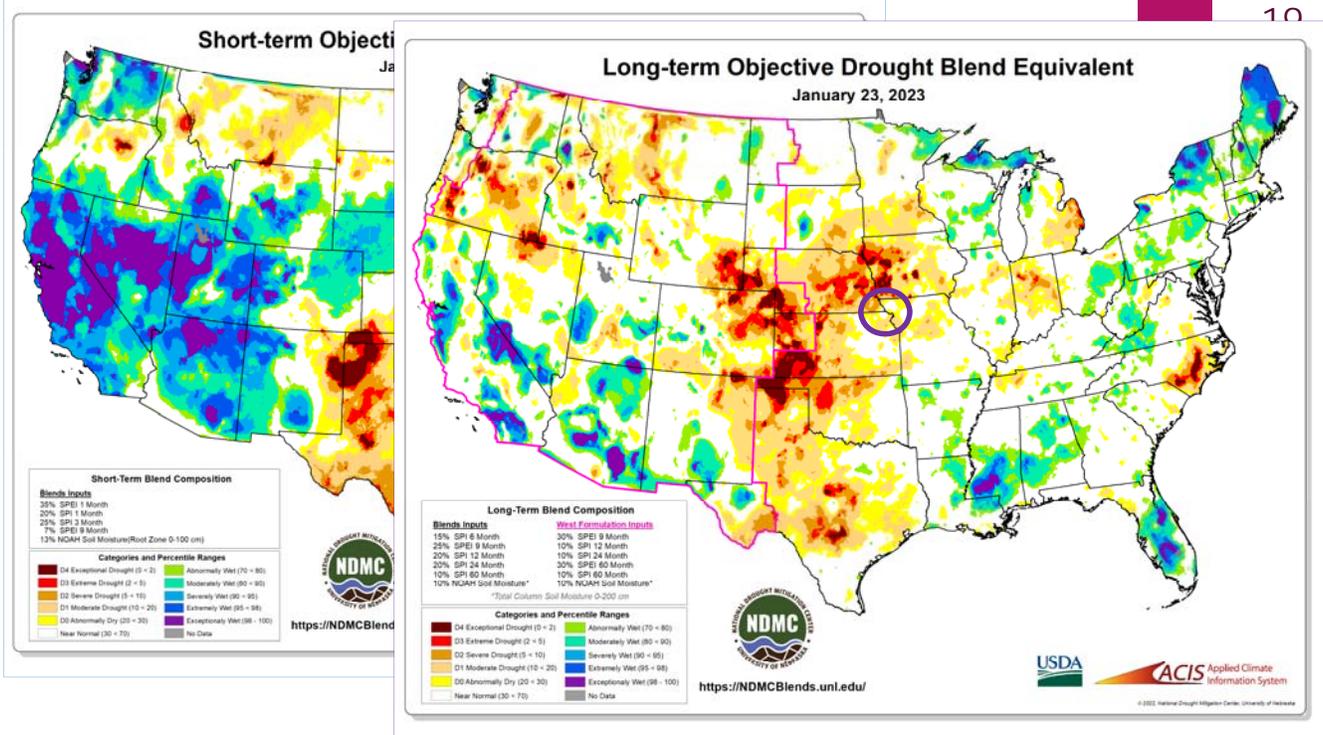
- “La Nina is breaking down, and an El Nino is forecast to emerge in 2023. Returning after several years, an El Nino can completely change the weather patterns for the weather seasons of 2023 & 2024.”

Severe Weather Europe, Andrej Flis January 11, 2023

U.S. Drought Monitor

January 24, 2023
(Released Thursday, Jan. 26, 2023)





4) Moderating prices for Fertilizer & other Crop Inputs –

(but still historically high!)

- Lower natural gas prices, w. but continued supply-chain challenges
- Lower fertilizer / crop input costs will encourage **2023 U.S. Corn Acres – ≈ 92 million acres in 2023**
 - 88.6 million acres in 2022
 - 93.3 million acres in 2021
 - 90.7 million acres in 2020



Fertilizer¹

Distributor (Dollars Per Ton)

Product	Sale Type	Price Range	Average	Change
Anhydrous Ammonia	Ask - FOB	1190.00-1490.00	1301.11	DN 7.22
Urea 46-0-0	Ask - FOB	670.00-700.00	686.67	DN 23.33
Liquid Nitrogen 28-0-0	Ask - DELV(Applied)	550.00-710.00	605.17	DN 9.33
DAP (Diammonium Phosphate 18%N 46%P)	Ask - FOB	800.00-850.00	822.50	DN 9.17
MAP (Monoammonium Phosphate 11%N 52%P)	Ask - FOB	790.00-925.00	870.00	UP 18.00
Potash (Potassium)	Ask - FOB	625.00-850.00	696.67	DN 17.46

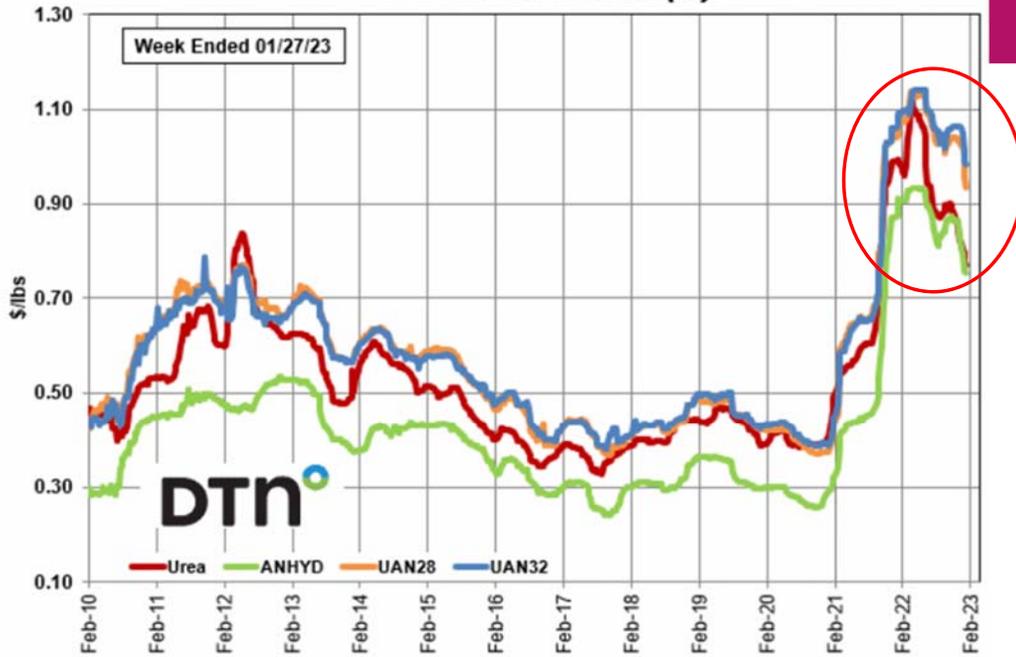
Fuel

Distributor(Dollars Per Gallon)

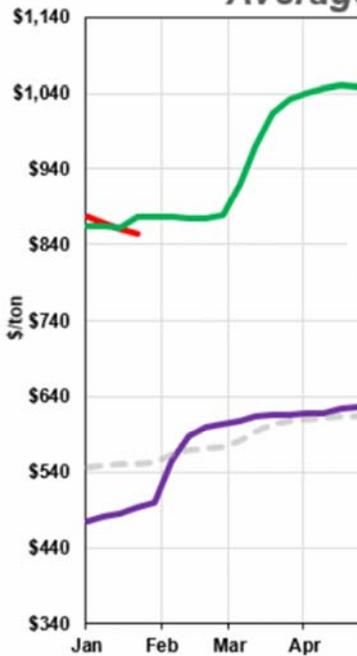
Farm Diesel < 1000 gallons	Ask - FOB	3.76-4.34	4.03	UP 0.49
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Cost of N/lb. (\$)

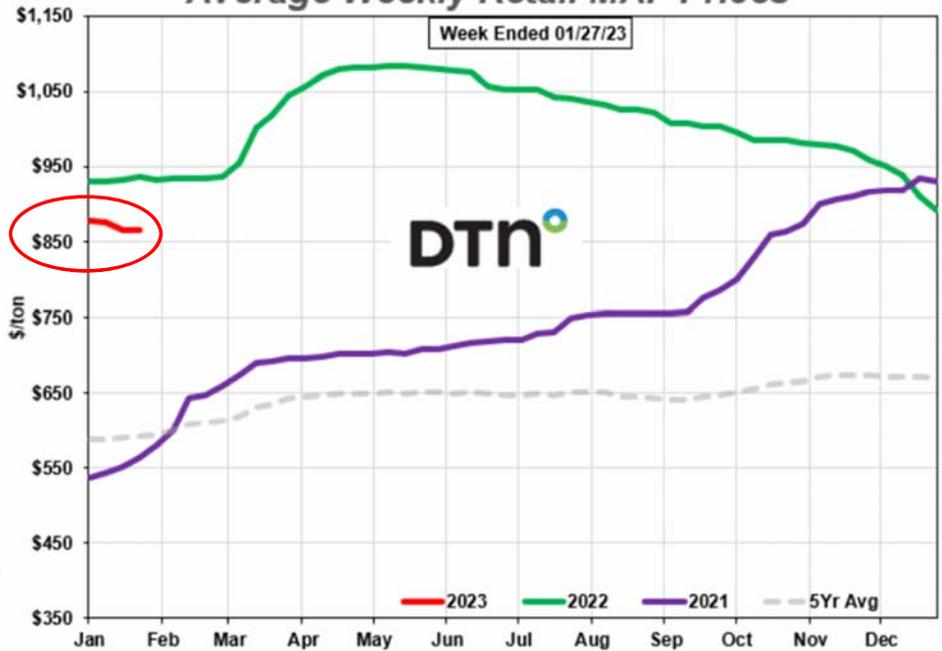
23

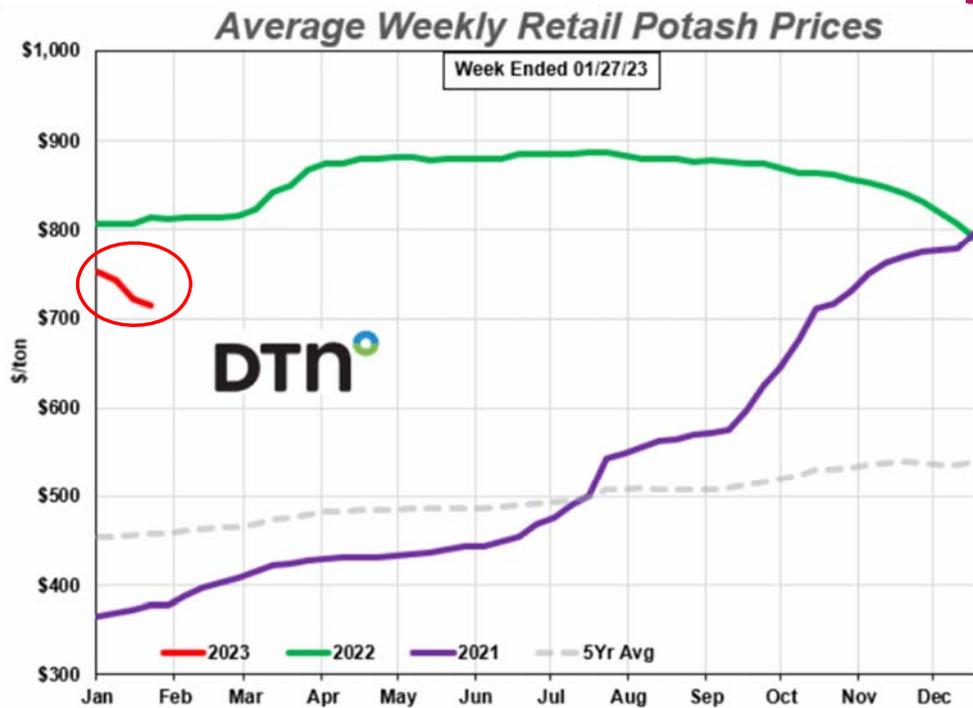


Average Weekly Retail DAP Prices



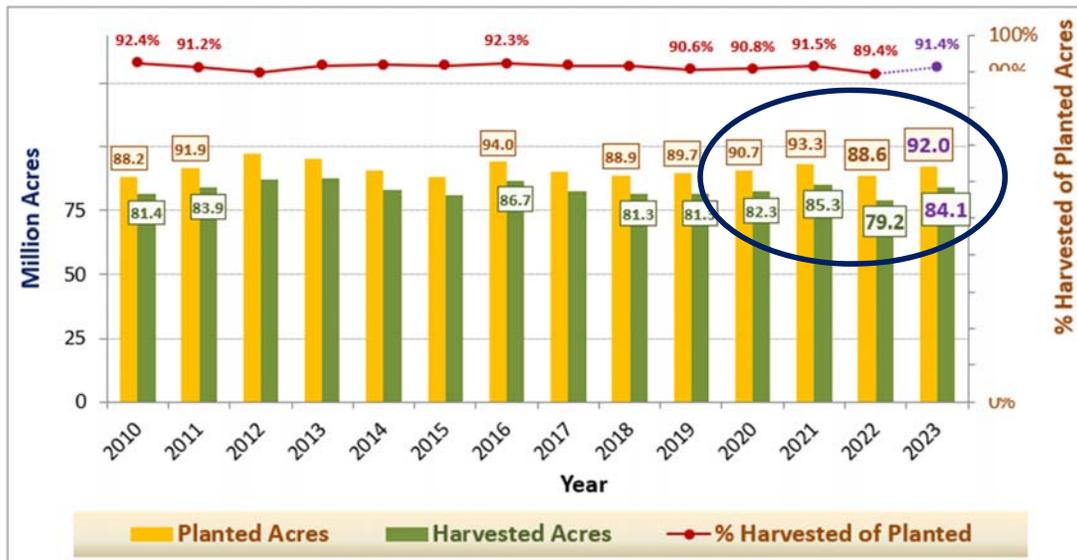
Average Weekly Retail MAP Prices





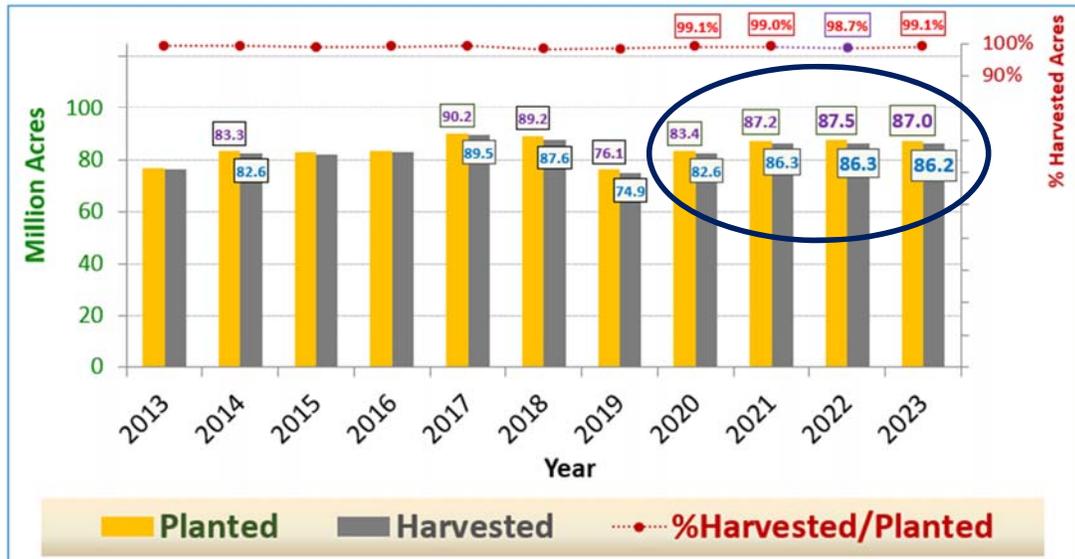
U.S. Corn Acreage for 2010-2023

As of the January 12, 2023 USDA NASS & WASDE Reports



U.S. Soybean Acreage for 2013-2023

Years 2013-2023 as of the January 12, 2023 USDA WASDE & NASS Reports



Grain Market Outlook 2023

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5) U.S. & Foreign Ag response in 2023 to current crop prices?

- **Crop Acres?** Usually, \uparrow Prices \rightarrow \uparrow Crop Acres, **BUT ALL** crop \$'s are high (especially soybeans)
- **Crop Costs?** **IF** lower fertilizer & other crop costs, **THEN** it supports Corn acres & decreases Soybean acres in the U.S. Corn Belt 2023
- **Rationing Grain Use:** Evidence of reduced corn & soybean use....
- **Cropland Markets & Cash Rents:** High crop prices being reflected

6) Impact of Ongoing & Possible Geopolitical Conflicts?? *In 2023*

- **Ukraine-Russia War???:** *Prospects for de-escalation & grain trade?*
- **China-Taiwan???** - *IF* this occurs, it would impact the global economy along with U.S. grain trade
 - *Impacting U.S. soybeans, grain sorghum, likely all U.S. agricultural commodities – including U.S. corn*

7) Overall Prospects for 2023 Crop Markets???

- **U.S. Crop Prices supported @ Moderate-to-High Levels** – *until* someday grain markets are confident of larger crops & rebuilding of stocks
 - “**2023/24 ‘New Crop’ Forward Bids**” are vulnerable to moderate declines in late Spring – Summer²⁰²³ & on into Fall harvest²⁰²³
- **Ukraine-Russia War Effect:** *Smaller* Ukraine corn, wheat crops+exports
- **South America Impact:** **Brazil** *(Positive++)* & **Argentina** *(Negative -)* crop prospects will effect U.S. prices through at least August²⁰²³

South America Corn-Soybean Calendar

□ South America Planting Influences ⇒ “Bid for Acres”

• Brazil & Argentina Corn & Soybean Crop Calendar

○ Brazil

- Corn: 1st crop *Planting* – October-December ⇒ Harvest: February-June
- Soybeans: *Planting* – October-December ⇒ Harvest: March-June
- Corn: 2nd crop *Planting* – January-February ⇒ Harvest: March-June

○ Argentina

- Corn: *Planting* – mid September-December ⇒ Harvest: mid March-early June
- Soybeans: 1st crop *Planting* – November-December ⇒ Harvest: Late March-early May
- Soybeans: 2nd crop *Planting* – December-early Jan. ⇒ Harvest: mid April – mid June

What to anticipate in Year 2023 (1st of 3)

□ 2023 Spring Planting of Feedgrains & Oilseeds

- With tight stocks across crops – any threats to planting 2023 U.S. corn or soybeans could cause **STRONG** price volatility
 - NOV²⁰²³ Soybean futures @ \$13.58 ½ /bu ^{1/29/2023 p.m.}
 - DEC²⁰²³ Corn futures @ \$5.89 ½ /bu ^{1/29/2023 p.m.}
 - 2023 “New Crop” Soy/Corn \$ Ratio = \$13.58 ½ ÷ \$5.89 ½ = **2.30** (vs 2.52 Avg)
- Strong “new crop” price competition likely for 2023 planted acres between Feedgrains & Oilseeds ⇒ *Likely in March-May 2023*

What to anticipate: Year 2023 (2nd of 3)

Q? Are grain markets *at risk* to fall sharply in the last ½ of 2023?

- With "tight" beginning stocks across these crops – less risk of major declines until at least late spring – early summer
- THEN the *risk* to grain sellers is that crop markets will discount the possibility of "short crops" in 2023
 - ⇒ IF in Summer ²⁰²³ U.S. & Foreign crop prospects are "OK-to-Good", THEN grain markets likely "slide" lower into Fall 2023

What to anticipate: Year 2023 (3rd of 3)

- USDA Reports ⇒ *Often a "driver" of grain market volatility*
 - WASDE: Jan. 12**, 2/8, 3/8, 4/8, 5/12, 6/9, 7/12, 8/11, 9/12.....
 - Planted Area: Prospective Plantings – May 31, Acreage – June 30
- "Strong" Demand-Pull for Feedgrains in the Western Corn Belt
 - Summer demand for "New Crop" supplies (i.e. "users scrambling!")
 - *Possibility of "Inverted" futures & strong basis* during Sep-Nov²⁰²³ Quarter *IF* a short crop happens in 2023 ⇒ What are the odds?

Corn Markets

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CME Corn Futures *Continuous Weekly to 1/27/2023*

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U.S. Corn Supply and Demand

Item	2021/2022 estimate	2022/2023 forecast	Change from December 9	Change from 2021/2022
Planted area (million acres)	93.3	88.6	**	-4.7
Harvested area (million acres)	85.3	79.2	-1.6	-6.1
Yield (bushels per acre)	176.7	173.3	1.0	-3.3
----- Million bushels -----				
Beginning stocks	1,235	1,377	**	142
Production	15,074	13,730	-200	-1,344
Imports	24	50	--	26
Total supply	16,333	15,157	-200	-1,176
Feed and residual	5,718	5,275	-25	-443
Food, seed, and industrial	6,766	6,715	-10	-51
Ethanol	5,326	5,275	--	-51
Domestic use	12,484	11,990	-35	-494
Exports	2,471	1,925	-150	-546
Total use	14,956	13,915	-185	-1,041
Ending stocks	1,377	1,242	-15	-135
----- Percent -----				
Stocks to use ratio	9.2	8.9	**	-0.3
----- Dollars per bushel -----				
Average market price	6.00	6.70	--	0.70

-- No change. ** Rounds to zero.

January 12, 2023

World Corn Production

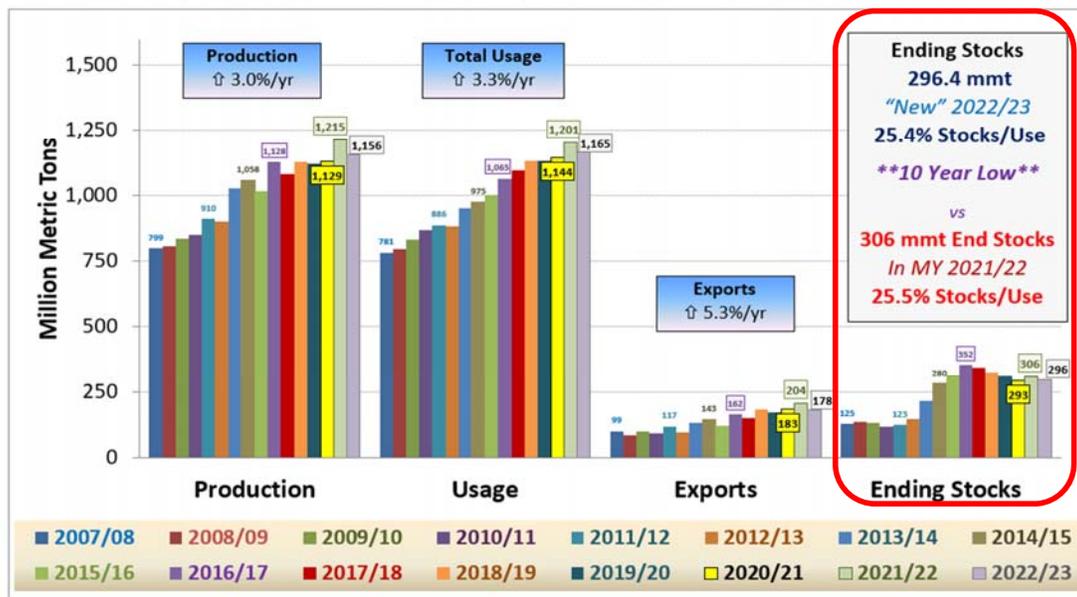
Country or Region	2021/2022		2022/2023		
	Estimate	Change from December 9	Forecast	Change from December 9	Change from 2021/2022
----- Million Tons -----					
World	1,214.9	-2.0	1,155.9	-5.9	-58.9
United States	382.9	--	348.8	-5.1	-34.1
Foreign	832.0	-2.0	807.2	-0.8	-24.8
Argentina	49.5	-2.0	52.0	-3.0	2.5
Brazil	116.0	--	125.0	-1.0	9.0
Mexico	26.8	--	27.6	--	0.8
Canada	14.0	--	14.5	--	0.6
European Union	71.0	--	54.2	--	-16.8
Serbia	6.0	--	5.4	--	-0.6
FSU-12	63.7	--	46.3	--	-17.4
Ukraine	42.1	--	27.0	--	-15.1
Russia	15.2	--	14.0	--	-1.2
South Africa	16.1	--	16.7	--	0.6
China	272.6	--	277.2	3.2	4.6
India	33.6	--	32.0	--	-1.6

-- No change.

January 12, 2023

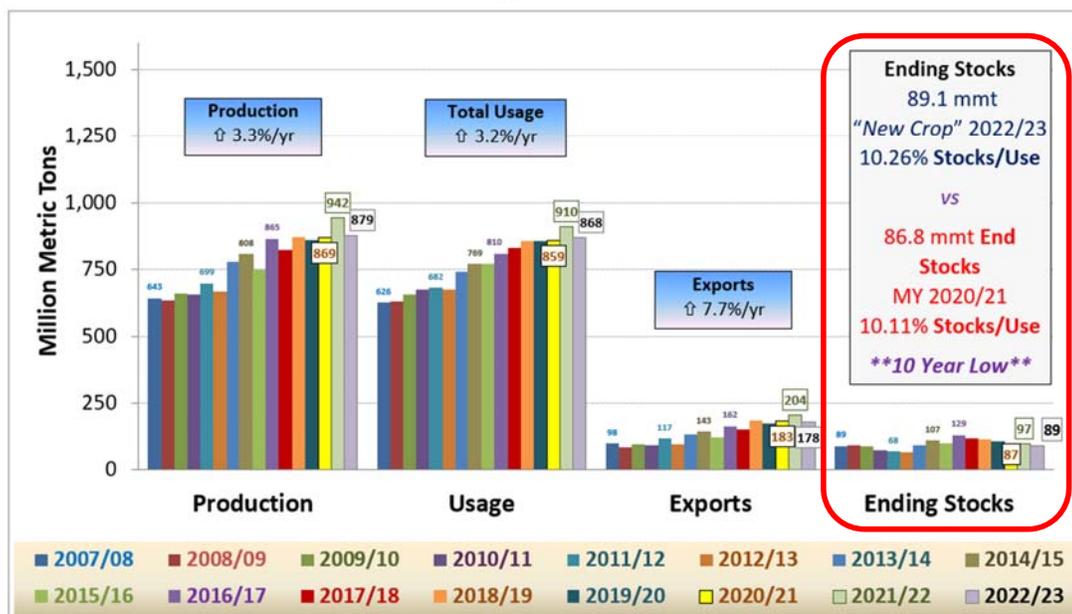
World Corn Supply-Demand

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“World Less-China” Corn Supply-Demand

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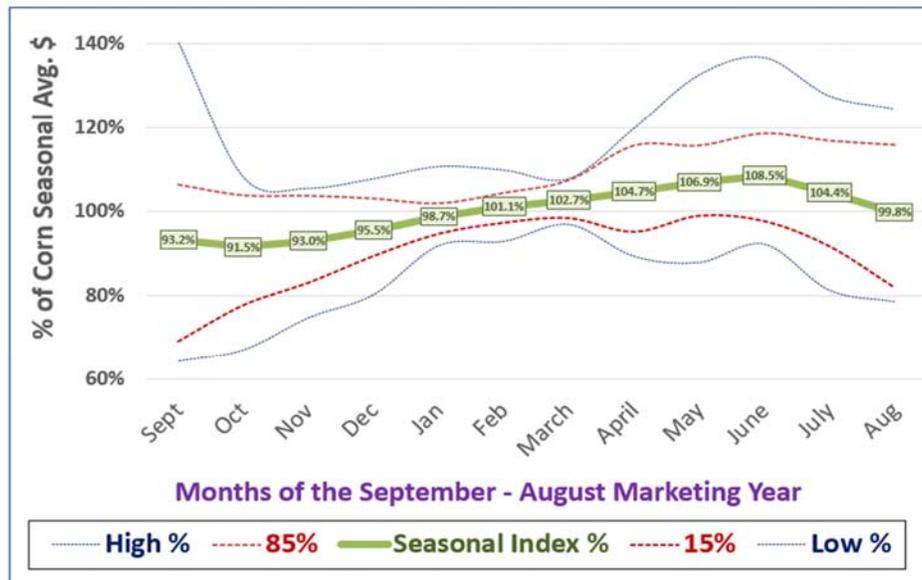
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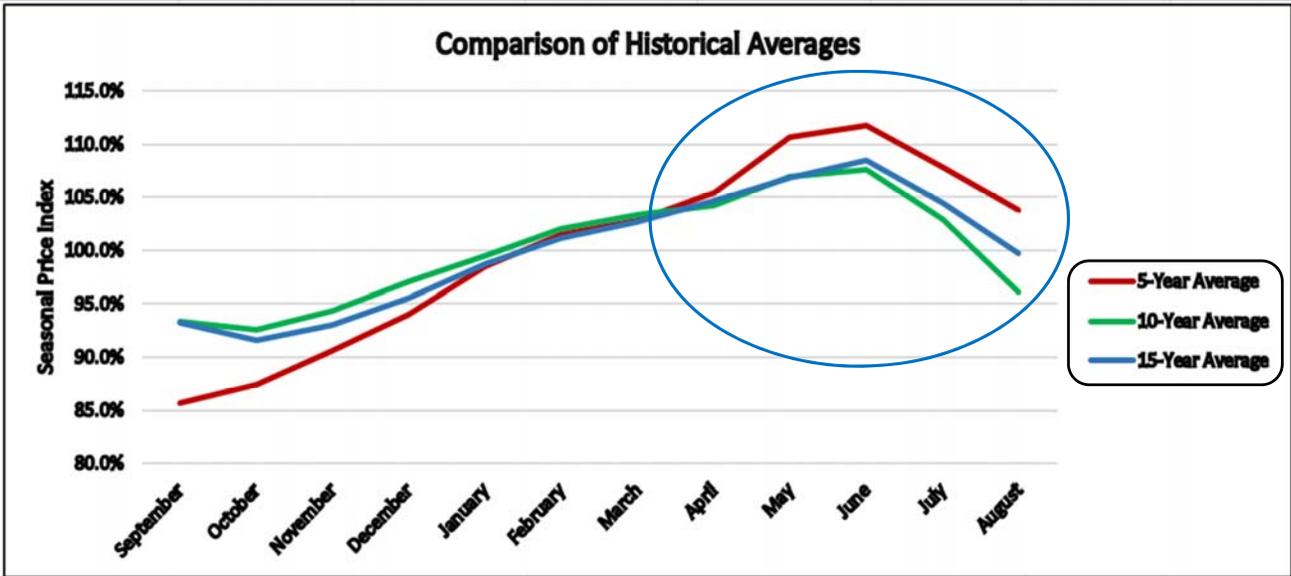
Corn Seasonal Price Index Northeast Kansas

Last 23 Marketing Years: 1999/2000 through 2021/2022



Corn: Seasonal Average Price Index

For the last 5, 10, & 15 Years in Northeast Kansas



Corn Seasonal Prices *Kansas-U.S.*

Long Term Seasonal \$ Trends + MY 2021/22 & "Current" MY 2022/23 As of 1/27/2023



USDA Corn \$ Forecasts:

"Old Crop"
MY 2021/22
= \$6.00 /bu U.S.

"Current"
MY 2022/23
= \$6.70 /bu U.S.

My DTN Cash Bids

My DTN Cash Bids for Postal Code 64473, Radius 300 miles

Elevator/Location	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023
AG PARTNERS DENTON, KS	6.96	---	---	---	---	---	---	---	---	---	5.39
AG PARTNERS RULO, NE	6.96	---	---	---	---	---	---	---	---	---	5.39
AG PARTNERS ROBINSON, KS	6.96	---	---	---	---	---	---	---	---	---	5.39
BARTLETT GRAIN CO LP SAINT JOSEPH, MO	7.11	---	7.16	---	---	---	---	---	---	---	---
AGP ST. JOSEPH, MO	---	---	---	---	---	---	---	---	---	---	---
LIFELINE FOODS SAINT JOSEPH, MO	7.21	---	7.26	---	---	---	---	---	---	---	---
GOLDEN TRIANGLE ENERGY CRAIG, MO	7.06	---	7.06	---	---	---	---	---	---	---	---
CRAIG GRAIN & SUPPLY CO CRAIG, MO	6.86	---	6.93	---	---	---	---	---	---	---	---
AG PARTNERS HIAWATHA, KS	6.96	---	---	---	---	---	---	---	---	---	5.39
AG PARTNERS WILLIS, KS	6.96	---	---	---	---	---	---	---	---	---	5.39
MGP INGREDIENTS INC. ATCHISON, KS	7.36	---	---	---	---	---	---	---	---	---	---

US #2 Yellow Corn -Bulk

Ethanol Plant

State/Province/Region	Sale Type	Basis (C/bu)	Basis Change	Price (\$/Bu)	Price Change	Average
Illinois	Bid	-15.00H to 40.00H	UNCH	6.6750-7.2250	UP 0.0775	6.8933
Indiana	Bid	-20.00H to 17.00H	UNCH	6.6250-6.9950	UP 0.0775	6.8850
Iowa East	Bid	-20.00H to 15.00H	UNCH	6.6250-6.9750	UP 0.0775	6.8005
Iowa West	Bid	3.00H to 52.00H	UNCH	6.8550-7.3450	UP 0.0775	7.1464
Kansas	Bid	50.00H to 85.00H	UNCH-DN 15	7.3250-7.6750	UP 0.0775-DN 0.0725	7.5250
Michigan	Bid	-30.00H to -17.00H	UNCH	6.5250-6.6550	UP 0.0775	6.5850
Minnesota	Bid	-25.00H to 33.00H	UNCH	6.5750-7.1550	UP 0.0775	6.9050
Missouri	Bid	5.00H to 55.00H	UNCH	6.8750-7.3750	UP 0.0775	7.0475
Nebraska	Bid	25.00H to 90.00H	UNCH	7.0750-7.7250	UP 0.0775	7.2842
Ohio	Bid	-15.00H to 12.00H	UNCH	6.6750-6.9450	UP 0.0775	6.8350
South Dakota	Bid	-12.00H to 52.00H	UNCH	6.7050-7.3450	UP 0.0775	6.9635
Wisconsin	Bid	-45.00H to -21.00H	DN 7-UNCH	6.3750-6.6150	UP 0.0075-UP 0.0775	6.5050

U.S. Corn Supply-Demand Balance Sheet: "Current" MY 2022/23 & Projected "New Crop" MY 2023/24 as of the January 13, 2022 USDA WASDE Report, with Alternative KSU "New Crop" MY 2022/23 Scenario

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Item	USDA 2022/23 1/12/2023 WASDE 172.3 bu/ac 13,730 bb crop	A. USDA "New Crop" MY 2023/24 Scenario #1 "High Yields" = 181.5 bu/ac 15,265 bb crop	B. USDA "New Crop" MY 2023/24 Scenario #1 "Average Yields" = 176.0 bu/ac 14,802 bb crop
% Probability of Occurring (KSU)	75% ^{KSUest}	35% ^{KSUest}	65% ^{KSUest}
Planted Area (million acres)	88,579	92,000	92,000
Harvested Area (million acres)	79,207	84,100	84,100
% Harvested/Planted Area	89.42%	91.41%	91.41%
Yield / harvested acre (bu/ac)	172.3	181.5	176.0
Million Bushels			
Beginning Stocks (million bushels)	1,377	1,242	1,242
Production (million bu.)	13,730	15,265	14,802
Imports (million bu.)	50.0	25.0	25.0
Total Supply (million bu.)	15,157	16,531	16,094
Ethanol for fuel Use (million bu.)	5,275	5,325	5,325
Food & Industrial Use (mln bu.)	1,419.4	1,419.4	1,419.4
Seed Use (million bu.)	30.6	30.6	30.6
Exports (million bu.)	1,925	2,275	2,275
Feed & Residual Use (million bu.)	5,275	5,700	5,700
Total Use (million bu.)	13,915	14,750	14,750
Ending Stocks (million bu.)	1,242	1,781	1,344
% Ending Stocks-to-Use	8.93%	12.07%	8.94%
Days of Supply (% S/U x 365 days)	32.6 days	44.1 days	32.6 days
U.S. Corn Average Farm Price (\$/bushel)	\$6.70 ^{USDA} \$6.44 ^{KSU}	\$5.70 ^{USDA}	\$6.45 ^{KSU}

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

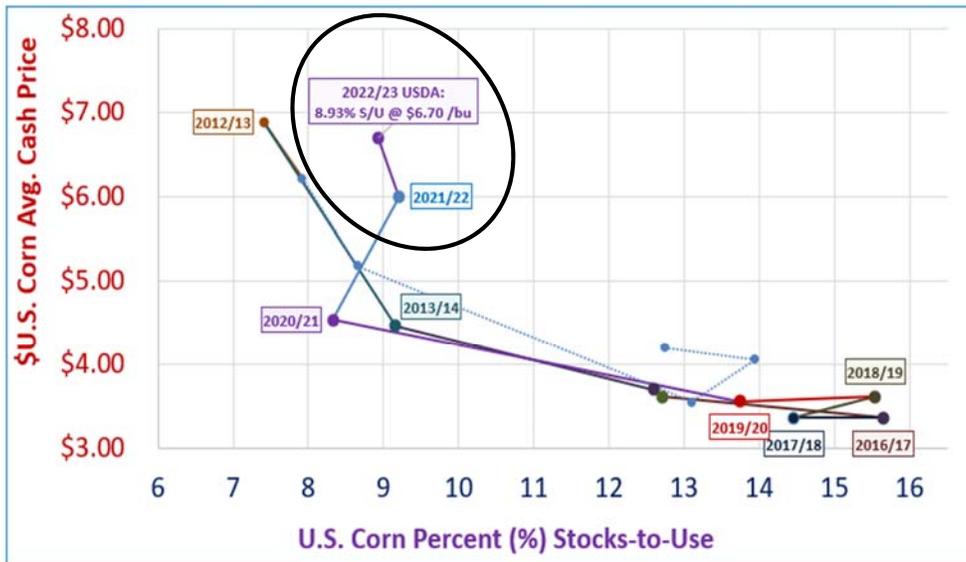
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MY 2012/13 thru "New Crop" MY 2023/24^{Est} as of the January 12, 2023 USDA Reports



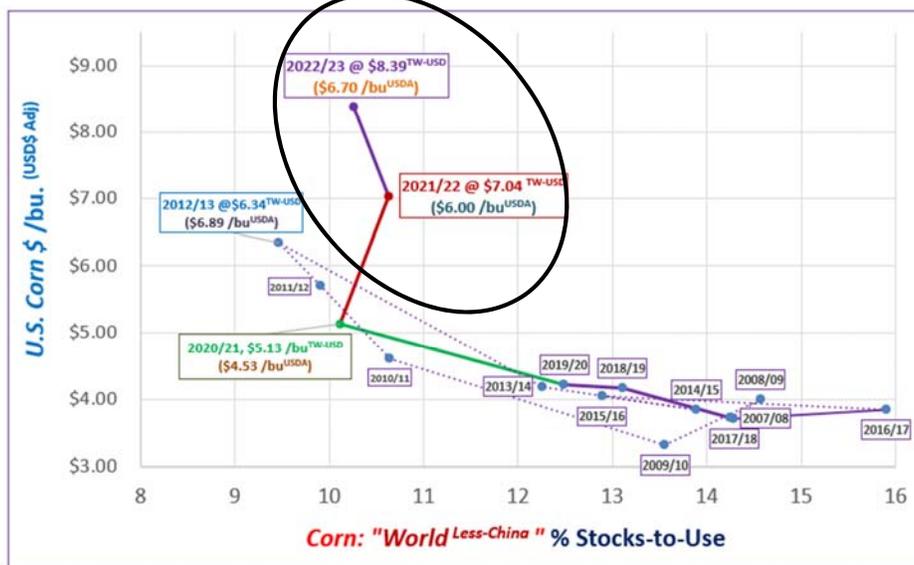
U.S. Corn Price vs U.S. % Stocks-to-Use

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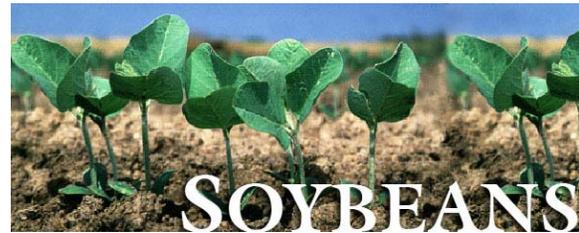
U.S. Corn \$USD\$ Adj. vs "World Less-China" % S/U

MY 2007/08 - "Current" MY 2022/23 as of the January 12, 2023 USDA WASDE Report



Soybean Markets

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KANSAS STATE UNIVERSITY

Department of Agricultural Economics

CME Soybean Futures *Continuous Weekly to 1/27/2023*

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U.S. Soybeans Supply and Demand

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Item	2021/2022 estimate	2022/2023 forecast	Change from December 9	Change from 2021/2022
Planted area (million acres)	87.2	87.5	**	0.3
Harvested area (million acres)	86.3	86.3	-0.3	0.0
Yield (bushels per acre)	51.7	49.5	-0.6	-2.2
----- Million bushels -----				
Beginning stocks	257	274	1	17
Production	4,465	4,276	-69	-189
Imports	16	15	--	-1
Total supply	4,738	4,566	-69	-173
Crush	2,204	2,245	--	41
Seed and Residual	102	120	-4	18
Domestic use	2,306	2,365	-4	59
Exports	2,158	1,990	-55	-168
Total use	4,464	4,355	-59	-109
Ending stocks	274	210	-10	-64
----- Percent -----				
Stocks to use ratio	6.1	4.8	-0.2	-1.3
----- Dollars per bushel -----				
Average market price	13.30	14.20	0.20	0.90

-- No change. ** Rounds to zero.

January 12, 2023

World Soybean Production

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Country or Region	2021/2022		2022/2023		
	Estimate	Change from December 9	Forecast	Change from December 9	Change from 2021/2022
----- Million Tons -----					
World	358.1	2.5	388.0	-3.2	29.9
United States	121.5	--	116.4	-1.9	-5.2
Foreign	236.6	2.5	271.6	-1.3	35.1
Argentina	43.9	--	45.5	-4.0	1.6
Brazil	129.5	2.5	153.0	1.0	23.5
Paraguay	4.2	--	10.0	--	5.8
Canada	6.3	--	6.5	--	0.3
India	11.9	--	12.0	--	0.1
China	16.4	**	20.3	1.9	3.9

January 12, 2023

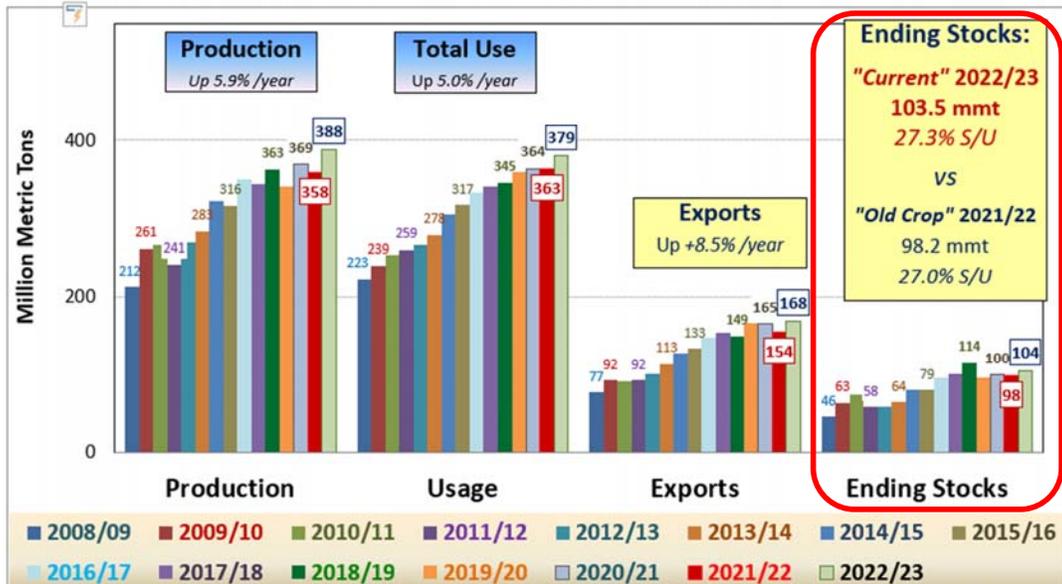
World Soybean Supply and Use

Item	2021/2022 estimate	2022/2023 forecast	Change from December 9	Change from 2021/2022
----- Million Tons -----				
Beginning stocks	100.0	98.2	2.6	-1.8
Production	358.1	388.0	-3.2	29.9
Total Supply	458.1	486.2	-0.5	28.1
Crush	314.2	327.3	-2.0	13.1
Total use	363.2	379.5	-1.4	16.3
Trade	153.9	167.5	-1.8	13.6
Ending Stocks	98.2	103.5	0.8	5.3

Addendum				
Beginning stocks				
Argentina plus Brazil	54.5	50.7	3.0	-3.8
Imports*				
China	91.6	96.0	-2.0	4.4

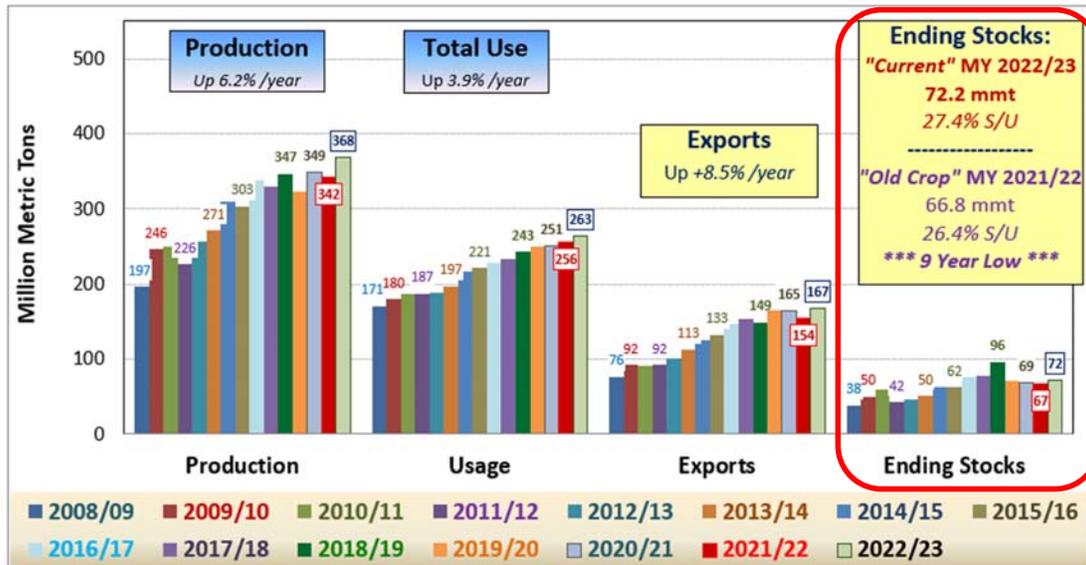
World Soybean Usage & Ending Stocks

MY 2008/09 thru "Current" MY 2022/23 as of the January 12, 2023 WASDE Report



"World Less-China" Soybean Use & Ending Stocks

MY 2008/09 - "Current" MY 2022/23 as of the January 12, 2023 WASDE Report



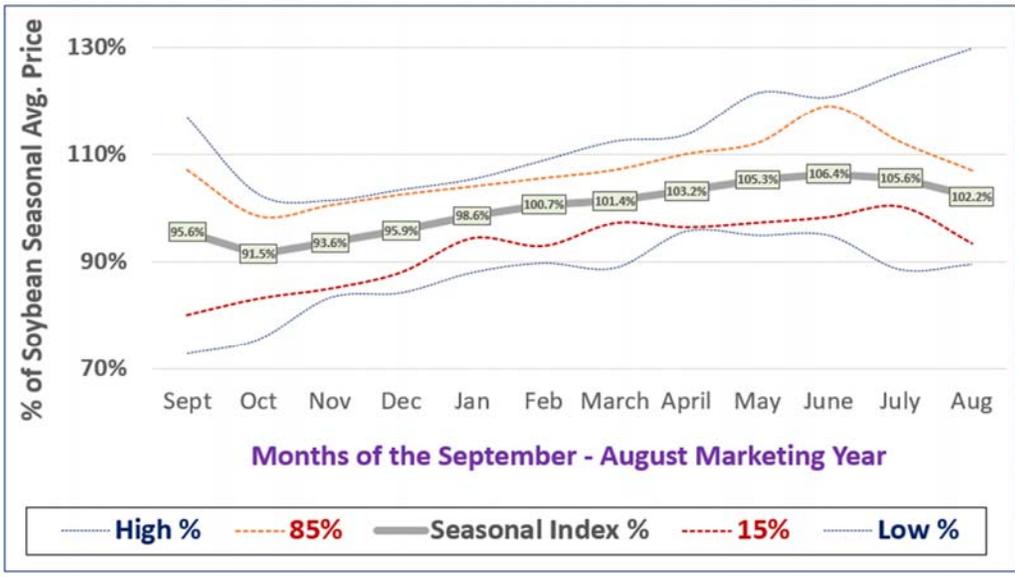
World vs % "World Less-China" Soybean Stocks-to-Use

MY 2007/08 through "Current" MY 2022/23, as of the January 12, 2023 USDA WASDE report



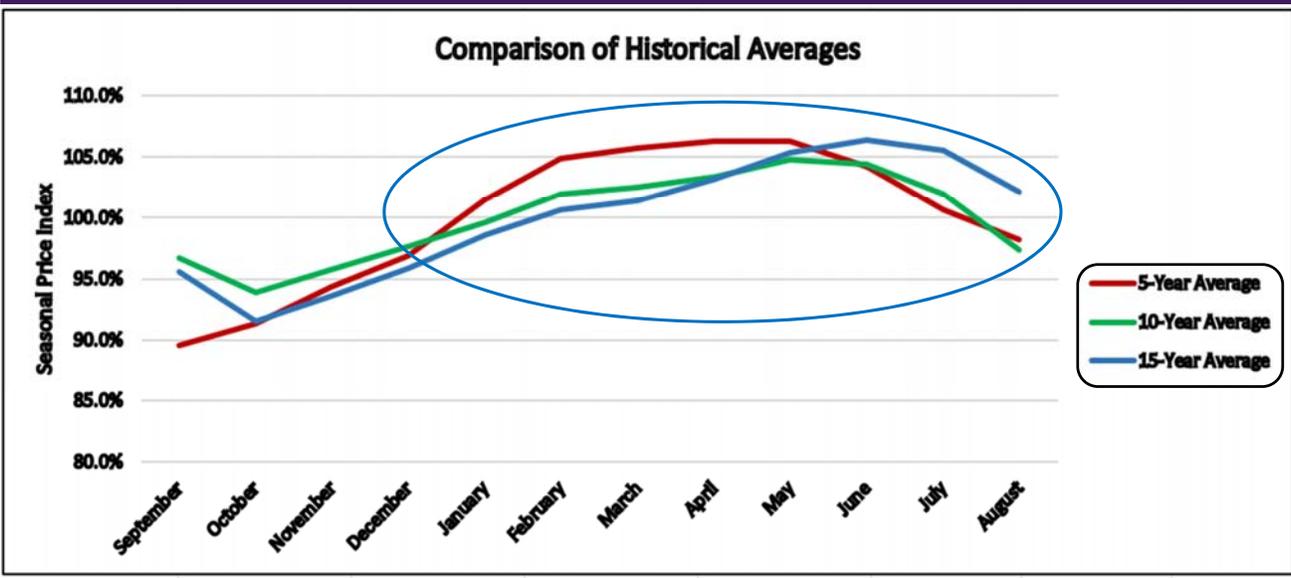
NE Kansas Soybean Seasonal Price Index

(MY 1999/00 – MY 2021/22) – Source: KSU Seasonal Grain Price Indices



Soybeans: Seasonal Average Price Index

For the last 5, 10, & 15 Years in Northeast Kansas



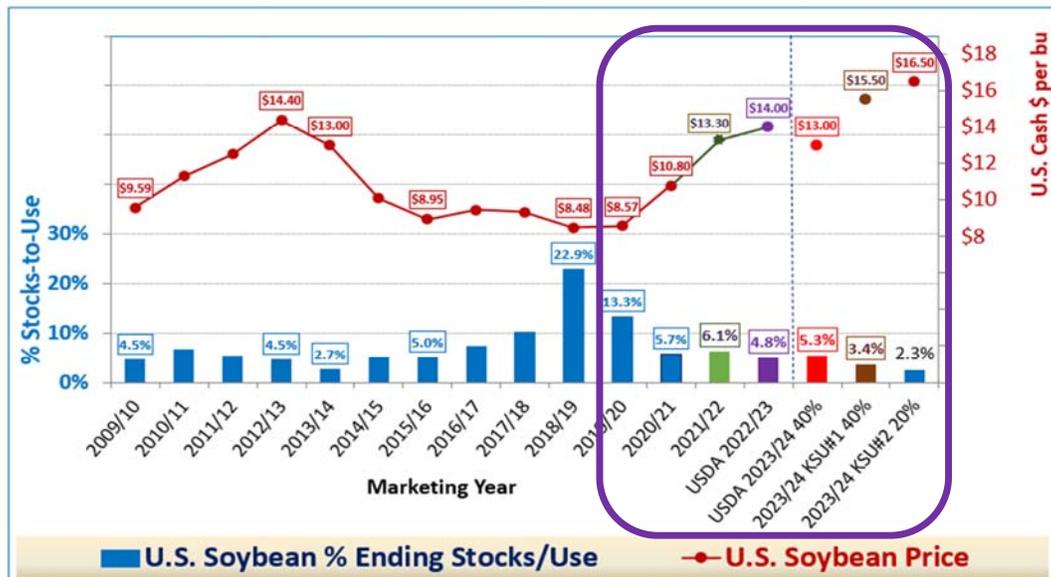
U.S. Soybean Supply-Demand Balance Sheet

"New Crop" MY 2022/23 as of the January 12, 2023 USDA WASDE with KSU Scenarios

Item	A. USDA WASDE - KSU Adj. "New Crop" 2023/24 January 12, 2023	B. KSU Scenario #1 "New Crop" 2023/24 Less Yield: 51.0 bu/ac	C. KSU Scenario #2 "New Crop" 2022/23 Low Yield: 49.5 bu/ac Rationed Use
% Probability of Occurring (KSU)	40% ^{KSUest}	40% ^{KSUest}	20% ^{KSUest}
Planted Area (million acres)	87.000	87.000	87.000
Harvested Area (million acres)	86.200	86.200	86.200
% Harvested/Planted Area	99.08%	99.08%	99.06%
Yield / harvested acre (bu/ac)	52.0	51.0	49.5
Beginning Stocks (million bushels)	210	210	210
Production (million bu.)	4,480	4,396	4,267
Imports (million bu.)	15	15	15
Total Supply (million bu.)	4,705	4,621	4,492
Domestic Crushings	2,295	2,295	2,225
Exports	2,050	2,050	2,044
Seed	103	103	103
Residual	20	20	20
Total Use	4,468	4,468	4,392
Ending Stocks	237	153	100
% Ending Stocks-to-Use	5.30%	3.42%	2.28%
Days of Supply (% S/U x 365 days)	19.3 days	12.5 days	8.3 days
U.S. Avg. Farm Price (\$/bu)	\$13.00 ^{USDA}	\$15.50 ^{KSU}	\$16.50 ^{KSU}

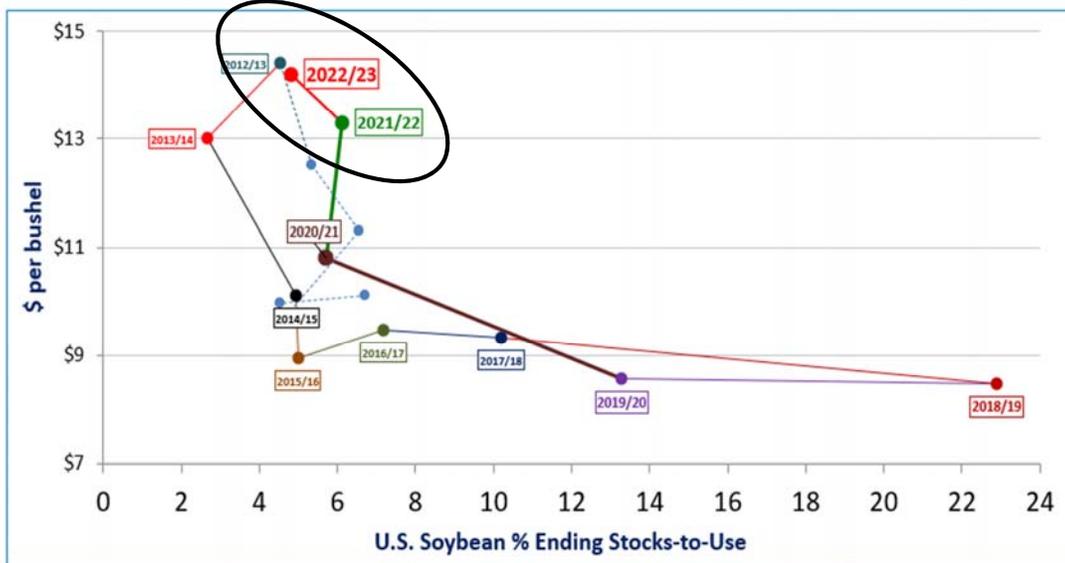
U.S. Soybean % Stocks/Use vs U.S. Cash \$'s

2009/10 – "New Crop" 2023/24 as of the January 12, 2023 USDA Reports, w. KSU scenarios



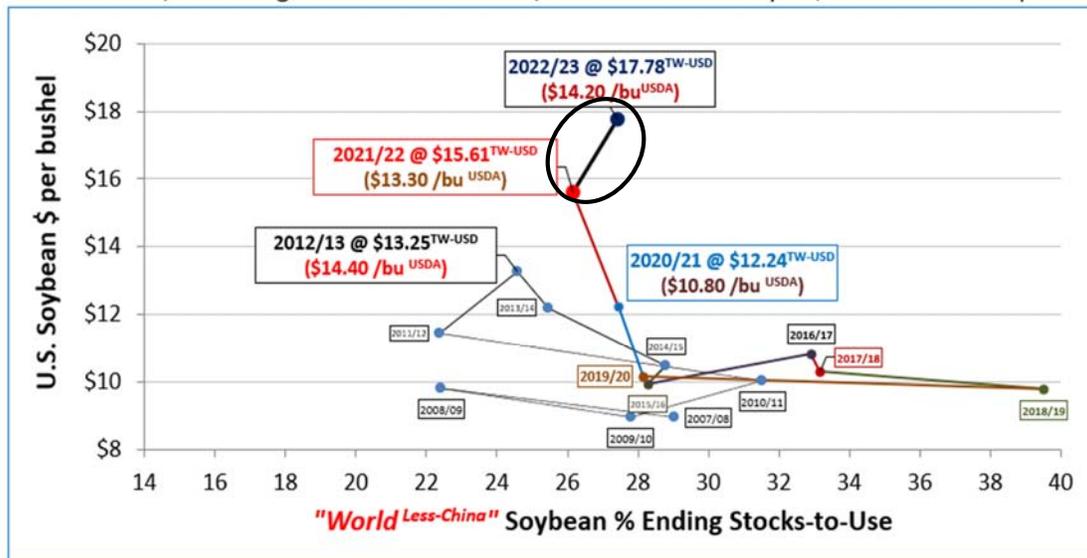
U.S. Soybean \$ vs U.S. % Stocks-to-Use

MY 1973/74 thru "Current" MY 2022/23 as of the January 12, 2023 USDA Report



U.S. Soybean \$^{USD} Adj vs "World Less-China" % S/U

MY 2007/08 through "Current" MY 2022/23 as of the January 12, 2023 WASDE Report





Questions?

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