

THE FARMER'S EDGE

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HURLEY & ASSOCIATES
AGRI-MARKETING CENTERS

5 Maps: Cropland's Latest Gains and Historic Perspective

By David Widmar, AEI.ag

Despite declining net farm income, falling commodity prices, and rising interest rates, the USDA's latest cropland values revealed a 4.7% increase across the country. Of course, the latest upturn continues strong gains since 2020. Nationally, cropland values have increased 37% over the last four years.

Given the uncertainty surrounding farmland values in the coming months and years, we analyzed the historical data to extract a few lessons.

State-Level Variation

Perhaps the most valuable aspect of the USDA estimates is the ability to compare long-term, state-level trends. As expected, the recent valuation gains haven't been uniform. Some states – Michigan, Ohio, Kentucky, Tennessee, Oklahoma, and Florida – observed gains of more than 8% over the last year (Figure 1). Meanwhile, a few states – Montana, Wyoming, Colorado, and New Mexico – reported very small increases or declines.

State-level variations have also occurred over the last four years (Figure 2). During this timeframe, the biggest gains occurred in Nebraska and Kansas, where values have increased by more than 50% since 2020. A handful of states reported cropland values rising by less than 25% since 2020.

Lessons from History

While the recent gains are front of mind, history sheds light on past performance, including declines and volatility.

It wasn't that many years ago that farmland values in the Midwest continued on page 2

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5 Maps: Cropland's Latest Gains and Historic Perspective

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were trending lower. Figure 3 shows the change in values between 2014 and 2020. The hardest hit were cropland values in Iowa (-18.6%) and Nebraska (-18.9%). However, this wasn't the case for everyone as values increased across other regions and states, including the Southeast and Texas.

While the farmland market has been higher for nearly everyone over the last four years, some regions may deviate from the national trend in the coming years.

The second consideration is the variability of a state's year-over-year valuation changes. As expected, state-level performance (average annual change in cropland values) varied between 2005 and 2024 (Figure 4). Again, the Northern Great Plains states and Iowa posted the largest average annual increases. While those states enjoyed an annual average of 7.5%, there has been considerable volatility in those states.

Figure 5, on page 7, reports the standard deviation of each state's annual change in cropland values. The smaller the value, the less variation is observed. Hypothetically, if Iowa experienced a perfect 8% increase in cropland values each year, the standard deviation would be 0. This, however, hasn't been the case.

The states shaded in red, including the Northern Great Plains and Iowa, had the highest variation of annual changes. Iowa had an 8% decline and a 26% annual increase at the extremes. While most plan to hold farmland for several years, the ups and downs can impact one's mindset greatly.

Although not explicitly shown, the USDA data revealed that Arkansas and Mississippi didn't post a single year-over-year decline over the last twenty years.

Arizona stands out in an unflattering way. Over the last twenty years, the average annual change in cropland values has been very small (+1.8%). At these levels, Arizona cropland values have likely struggled to outpace inflation. However, the real blow is the variability in the annual valuation changes (standard deviation of 12%). This is a case of cropland values posting large increases and decreases but making very slow upward valuation gains overall.

Wrapping it Up

"When presenting a forecast: Give them a number or give them a date, but never both." Unknown.

The appeal of farmland as an investment over the last twenty years will largely be impacted by 1) the location and 2) recent performance. Even Iowa farmland, posting large gains since 2020 (Figure 2) and having one of the largest average year-over-year increases over the last 20 years (Figure 4), would have been a less exciting investment leading into 2020 (Figure 3).

Farmland values will navigate the earlier-mentioned headwinds in the coming months and years. However,

that doesn't mean all regions, all states, and all locations will face setbacks. Like the above quote, one could probably make a bold but vague prediction (higher or lower) about farmland values over the next few years and find a state or region that proves the prediction was correct.

In conclusion, don't let the recent run-up in values overlook the future uncertainty and historic volatility that farmland investors have experienced.

David Widmar is an agricultural economist specializing in ag trends and the farm economy. Through his research, he supports agribusinesses and farmers in their strategic and planning efforts. David's current work can be found at Agricultural Economic Insights, aei.ag, which he co-founded with Dr. Brent Gloy in 2014. Prior to Agricultural Economic Insights, Mr. Widmar was a researcher with the Department of Agricultural Economics at Purdue University and served as the economist for the Kansas Department of Agriculture. David received his Master of Science degree from Purdue University, and a Bachelor of Science from Kansas State University, both in agricultural economics.

Change in Cropland Values, 2023 to 2024

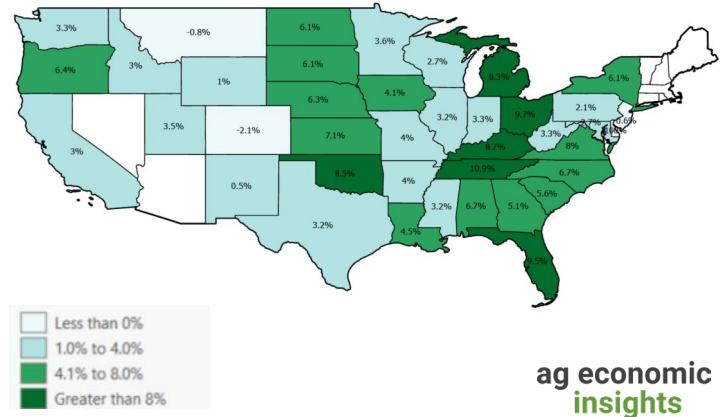


Figure 1. Annual Change in Cropland Value, 2023 to 2024. Data Source: USDA NASS and AEI.ag Calculations.

Change in Cropland Values, 2020 to 2024

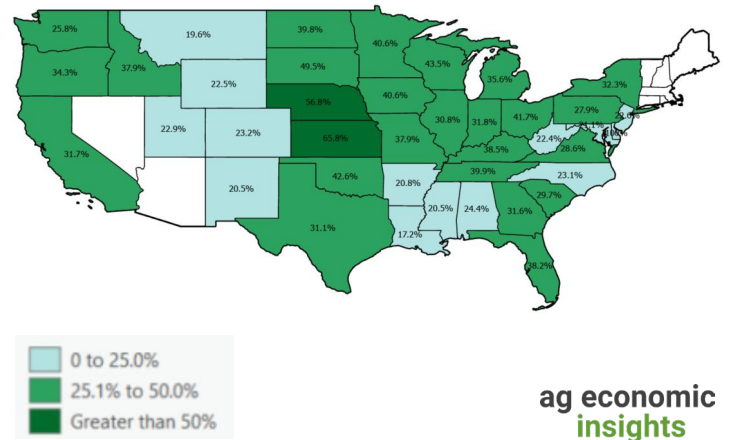


Figure 2. Annual Change in Cropland Value, 2020 to 2024. Data Source: USDA NASS and AEI.ag Calculations.

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3 Tips to Success for Farming in Today's Market

By Adam Bjerketvedt, Precision Ag 360 Inc.

In the world of farming, the constant buzz revolves around two critical concepts: price and bushels. Whether discussing the weather or market fluctuations, farmers always grapple with how these factors impact their bottom line. With input costs soaring and commodity prices sinking, the margin for error is slimmer than ever. As a farmer myself, I've faced these challenges head-on since starting out in 2005. Through trial and error, I've discovered some key strategies that can make a significant difference in today's demanding farming environment. Here are three tips that have helped me navigate the complexities of modern agriculture.

Tip #1: Surround Yourself with a Strong Team

Early in my farming career, I thought I could handle everything on my own. I was the quintessential "Jack of all trades" but quickly realized that this approach had its limitations. I learned that building a strong team is crucial. Initially, I resisted hiring help to save costs, but this mindset shifted as I understood the value of expertise.

My journey in Applied Economics taught me that having a knowledgeable support system is invaluable. Today, I worked with local seed dealers, marketing experts like Hurlley & Associates, and fellow farmers. Their insights and advice help me make informed decisions, from choosing the right seed hybrid to navigating market trends. By surrounding myself with experts, I can focus on what I do best and let others handle areas where their expertise shines.

Tip #2: Continuously Learn and Adapt

Farming is a field where continuous learning is essential. When I first started, I focused solely on yield, often neglecting the broader aspects of farming. I learned that understanding and improving planting techniques could significantly impact outcomes. For instance, by attending Planter Clinics and incorporating new technologies from Precision Planting, we optimized our planting process, which led to better yields.

Another discovery during this journey of "learning how to do better," was becoming aware of the "Seven Wonders of the Corn Yield World." Ranking from top to bottom that gain you the most yield are as follows: #1 Weather, #2 Nitrogen, #3 Hybrid, #4 Previous Crops, #5 Plant Population, #6 Tillage, and #7 Growth Regulators. I adopted the principle of "controlling the controllables." While weather is beyond our control, factors like nitrogen levels, plant population, and equipment maintenance are manageable. Investing in knowledge about these factors and staying updated on best practices allows me to make educated decisions that enhance productivity and efficiency.

Tip #3: Capture Opportunities

Opportunities often arise in unexpected ways. My path to becoming a Precision Planting dealer is a prime example. By integrating Precision Technologies into our operations, I discovered how to do more with less, maximizing efficiency and yield despite rising equipment costs. This experience underscored the importance of being open to new possibilities and seizing opportunities when they present themselves.

Our business, Precision Ag 360, exemplifies how capturing opportunities can lead to success. We use precision

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Election Year Politics Cloud Domestic Agenda for Both Parties

By John A. Johnson

The domestic economy is being upstaged by election chaos as President Biden has withdrawn from the Presidential race and the Democratic party has settled on Vice-President Kamala Harris to carry the mantle for this election cycle.

Trustworthy economic news is hard to come by in modern day U.S. election years. Finger pointing, “he-said, she-said” quotes, and never-ending innuendo are flying thick and fast as domestic presidential, congressional, and all manner of local political races heat up on the way to decision day this November. Almost all available news sources today are very heavily weighted toward one candidate or the other, and there is very little unbiased information available. As usual, during political campaigns, the incumbent party sees the challenger’s proposals as ridiculous and show the fallacy of every point, while the challengers’ show us how the nation and world are headed “downhill in a handbasket”, (that’s the pg version), if he/she isn’t elected.

In spite of all the strife, the domestic economy continues to plug along, providing investors with enough hope to continue driving the stock markets higher and higher with every rally as we continue to make ever new record highs on a daily and weekly basis.

At least part of the incentive in the race to get stocks bought at what appears to be ridiculously high valuations, is the sudden appearance of Artificial Intelligence on the investment scene. The very darling of the stock market these days is NVIDIA, which closed this week at 47 times earnings. Reports show that several managed money (aka investment) funds are quietly paring back positions in that stock; not to the point of exit, just reduction in portfolio percentages. During the same week, board members and directors of NVIDIA sold some 260 million dollars worth of their stock. Other money managers fear that the rush of retail investment (aka individual investors) into this stock is tilting the boat too far to one side.

The driver of value in NVIDIA’s stock is the expected windfall profits that the world’s largest computer chip maker will have when the Artificial Intelligence revolution, which is apparently already at our collective doors, comes to fruition. We seem to be on the cusp of a virtual revolution in technology.

Stock markets aside, the general economy appears to be beginning to slow, as manufacturing slows to accommodate slightly reduced consumer demand, and an unemployment rate that ticked up slightly for the first time post pandemic. After three and one-half

years of steadily rising prices to burden the economy with some 19% inflation, the U.S. economy has finally cooled sufficiently to prompt Jerome Powell, the chairman of the Federal Reserve Board, to announce that they are poised to announce a rate cut after the September Fed meeting. In a speech on Friday, Powell declared, “The time has come for policy to adjust. The direction of travel is clear, and the timing and pace of rate cuts will depend on incoming data, the evolving outlook, and the balance of risks.”

Globally, the Chinese economy is struggling to maintain the spectacular growth rate that we have come to expect from their emerging economy. The largest real estate developer in the country, Evergrande, is still trying to re-organize following their untimely collapse last Spring, and lately Country Garden, also a very large developer, is facing economic hardship after missing interest payments to at least two American investment companies. The Covid recovery has not been reflected as planned in China.

In addition to real estate woes, the Chinese Yuan has undergone a spectacular devaluation, recently prompting Chinese officials to drop the value of the Yuan vs. the USD for the largest single drop in history to the lowest level in over 15 years.

China’s economy is struggling to meet the 5.5% forecast growth in their GOP, which is the slowest rate of economic growth in recent memory. Hong Kong’s Hang Seng Index (HSI) slid into a bear market on Friday, August 23, having fallen more than 20% from its recent peak in January. Consumer prices are falling, the real estate crisis is deepening and exports are in a slump. Unemployment among youth has gotten so high that the government has stopped publishing the data.

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THE **CONSULTANT** SPOTLIGHT ZACH FISCHER

What do you most enjoy about your job?

I enjoy developing strong relationships with producers along with learning about their operations. The ability to see the impacts and relationships built as you partner with each farm is extremely fulfilling.

How did you get started in your career?

I was first introduced to Hurley when they came to speak to our ag business class at SDSU. They discussed their philosophy of why they make decisions which spoke out to me. I applied for an internship as a consultant intern and was accepted at the Glenwood office for that summer. The internship was very beneficial to truly see how their philosophy carried over to how they made decisions and the impact it left on family farms. After the internship, I applied to be a consultant in the Brookings office and was hired.

What are you the most passionate about when it comes to serving our clients?

I am passionate about educating and guiding producers to make strong business-minded decisions for their farms. I grew up on a family farm which has made me passionate about guiding and educating family farms in our communities.

What would be your ideal vacation?

My ideal vacation would be in the Rocky Mountains in the winter skiing all day and relaxing in a cabin by the fire at night with friends and family.

Zach grew up on a third-generation family farm near Marshall, Minnesota. The operation raises livestock and produces corn, soybeans, and wheat. He is an avid outdoorsman and enjoys hunting and fishing. Growing up on the family farm fostered his core values. He understands that honesty and integrity combined with a solid work ethic will gain you success in all aspects of life. He furthered his education in the agriculture industry by attending South Dakota State University in Brookings, South Dakota. He majored in Agronomy with a minor in Agriculture Business. His varied internship experiences with CHS, Inc., Central Crop Consulting, and Hurley & Associates benefited him by gaining insight into many aspects of the ag industry. Zach interned with Hurley & Associates in the summer of 2021 and joined the marketing team in October 2021. Zach believes that Hurley & Associates enables family farms to make strong business-minded decisions for the success of their operation.

Time - Your Greatest Multiplier

By John Melius

In the expanse of agriculture, time is more than just a measure of seasons. It is a silent force that magnifies the consequences of our decisions and actions, which shape the fabric of our relationships. In *Atomic Habits*, James Clear writes, "Time magnifies the margin between success and failure. It will multiply whatever you feed it." Let's explore how this concept applies to farm relationships.

Financial Fortitude, Relational Resilience

Picture a farm with meticulously managed finances, boasting impressive balance sheet ratios and cash flows with strong profit. However, beneath the surface lies a hidden truth: the "relational ratios" tell a different story. Perhaps there is a lack of communication between farm teammates or unresolved conflicts rumbling. Despite the outward appearance of financial strength, these relational strains have the potential to undermine the foundation of the farm over a period of time. Time multiplies what you feed it!

The Great Relational Destroyer

In agriculture, as in life, selfishness can drive a wedge in relationships, leading to isolation and discord. If a farmer consistently approaches decisions with selfish internal intent, prioritizing personal gain over the well-being of others, it sets a dangerous precedent. As time moves on, this self-centered focus can alienate partners, eroding trust and cooperation. What initially may seem like minor self-serving actions can snowball into a pattern of behavior that undermines the very fabric of the farming community. Time multiplies what you feed it!

Conflict Avoidance: A Growing Storm

Another "relational ratio" to explore is constructive conflict. Avoiding constructive conflict may seem like the path of least resistance in the short term, however, time has a way of magnifying unresolved issues, transforming minor disagreements into major rifts. As time ticks on, what was once a small dispute may become larger than the farm itself. Time multiplies what you feed it!

Imagine conflict as an unwelcome guest standing at your doorstep, waiting to be acknowledged. With each passing day of neglect, it gains strength, festering and growing until it looms over every aspect of the farm. Time intensifies the repercussions of avoiding conflict, transforming potential healthy discussions into destructive divisions.

Nurturing Relational Health

How can we invest our time wisely? Start with prioritizing relational health alongside financial prosperity. Just as farmers

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\$15,000 IN FUNDS AVAILABLE



2024-25

SCHOLARSHIP PROGRAM

ABOUT THE SCHOLARSHIP:

Giving back to the families and communities we are built from by providing financial support to students attending select universities that have positively impacted our Hurley family.

SCHOLARSHIP REQUIREMENTS:

Open to full-time students at:

- Murray State University
- North Dakota State University
- South Dakota State University

Preference given to students studying agriculture, business, or a related field.

**See application for full list of requirements.*

APPLY TODAY!



APPLICATIONS DUE NOVEMBER 1, 2024

5 Maps: Cropland's Latest Gains and Historic Perspective

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Change in Cropland Values, 2014 to 2020

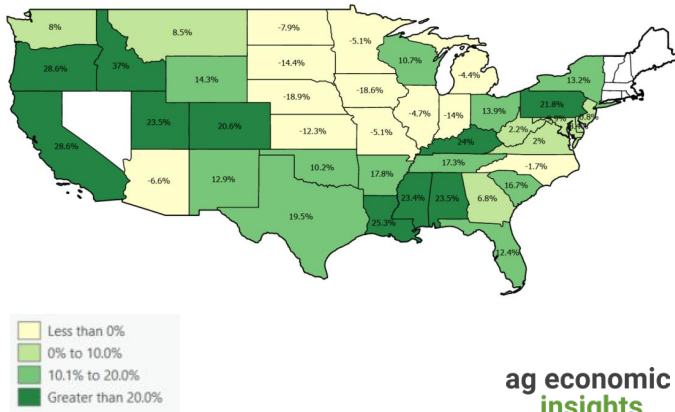


Figure 3. Change in Cropland Value, 2014 to 2024. Data Source: USDA NASS and AEI.ag Calculations.

Average Annual Change in Cropland Values, 2005 to 2024

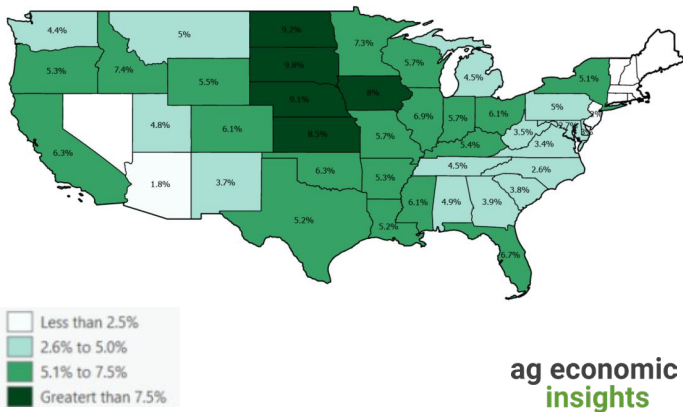


Figure 4. Average Annual Change in Cropland Values, 2005 to 2024. Data Source: USDA NASS and AEI.ag Calculations.

Variability in Annual Change in Cropland Values, 2005 to 2024

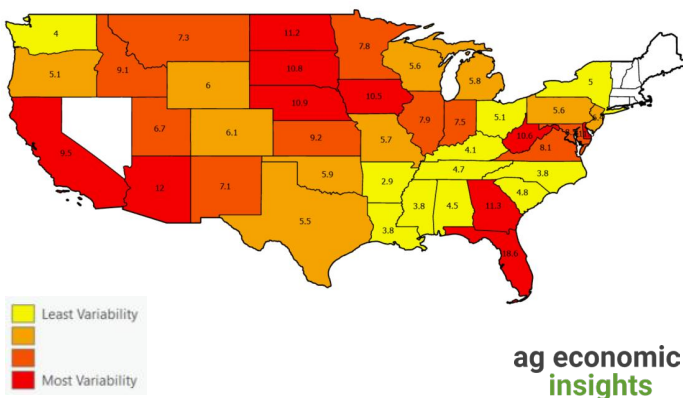


Figure 5. Standard Deviation of Annual Change in Cropland Values, 2005 to 2024. Data Source: USDA NASS and AEI.ag Calculations.

Election Year Politics Cloud Domestic Agenda for Both Parties

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These developments will not be likely to eliminate their stated desire to become the World's reserve currency, but will set the process back several years, if not decades.

Russia continues to invest time, treasure and thousands of casualties into their conquest of Ukraine. Much of their newfound oil wealth has been used to procure weapons, ammunition, war machines and manpower to further their interests in the ownership of Ukraine. The war has come home to the home land lately as Ukraine has led some forays into Russia and attacked some remote facilities in that country with bombs and artillery.

In other global economic news, specifically Europe, economic stagnation seems to be engulfing the European economies. Lack of innovation and modern adaptation, even to the accepting of artificial intelligence, is weighing down their financial progress. Their economy is falling behind the U.S. and other so-called "Modern nations", even that once economic powerhouse Germany is content to bask in slowing production, lower exports, and lower standards of living for its citizens.

The other global hotspot, the Middle East, is seeing Israel battling the Iranian proxies, Hezbollah and the Houti's, over Gaza and the Northern Front. We have no idea how long the conflicts can last and how many soldiers and citizens have been lost on either side or how many more must perish before the fighting can end. Dependable news is hard to come by, we only see evidence of massive destruction and loss of life and property on both sides. Almost nightly we see news reports of rockets raining down on Israel and hear of IDF attacks on other countries who are hosting hostile actors toward Israel. Recently there were over 100 Israeli warplanes involved in an attack on Lebanon. It appears that the hostilities between Israel and its enemies are widening.

All of this fighting affects the sale and shipment of goods, while increasing the demand for articles for the waging of war. Ports and air facilities are being destroyed infrastructure is demolished and productivity is limited or non-existent. Not to mention the disruption and destruction of families. This is not good for the normal import and export volumes of goods.

John A. Johnson has worked for Hurley & Associates since 2000. John is semi-retired now living the life of chasing grand-kids. John is based in Sikeston, MO.

Time- Your Greatest Multiplier

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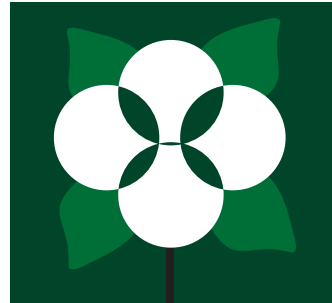
tend to their crops with care and attention, they must also cultivate empathy and understanding with those they work beside. Encouraging open communication, accepting feedback with grace, and addressing conflicts promptly are all essential steps to building resilient relationships that withstand the test of time.

Just as neglecting crops leads to a poor harvest, neglecting relationships can have far-reaching consequences. By prioritizing relational health alongside financial prosperity, farmers can cultivate strong and thriving communities that stand the test of time.

John grew up on a family farm near Chelsea, SD raising corn, soybeans, wheat and cattle. He graduated from SDSU with degrees in Ag Economics and Ag Business, along with a minor in Ag Marketing. John has continued to further his education and insight into agriculture through participation in TEPAP (The Executive Program for Ag Producers) and SDARL (South Dakota Ag and Rural Leadership).

John has been with Hurley since 2006. Through his farm and educational background, he has become deeply knowledgeable in farm production paralleled with ag marketing and finance. John enjoys partnering with operations to challenge producers to make solid business decisions in securing revenue for the operation – all with the goal of financial, emotional and relational health of those he has the opportunity to serve.

John lives in Brookings, SD with his wife Jodi and 4 children – Avery, Reid, Landry and Jack. John believes that life is more about what you give than what you get, and he strives to do this in his vocations of husband, father, coworker, and consultant.



HA Portal Highlight

Scenario Tool

The Scenario Tool button can be found on the Executive Summary or on the Cash Flow page. It can be used to see the potential impact of financial or production changes to one's cash flow.

Harvest is a time where the scenario tool can be utilized to preview the impact of updated yield or futures price change.

Below is an example of an updated increase in yield to Soybeans and how this scenario tool helps one see the impact to cash flow and the change to one's current values.

Upon editing the soybean yield field, the box is highlighted in blue, and one can view the increase in Revenue in the Scenario Cash Flow and Change sections. Additionally, two buttons will appear in the upper right to help you manage the tool effectively:

- **Reset Values:** sets all boxes back to current values
- **Download Report:** generates a pdf report of the scenario

Using this tool to perform analysis for the operation and speaking with one's consultant about the results are two ways to understand the impact of data changes during harvest.

Before Yield Change

	Acre/Head	Yield	Futures Price	Expense (Acre/Head)	Surplus (Acre/Head)
Corn	1700	220.00	3.9825	904.50	(\$15)
Soybeans	1300	65.00	9.815	744.50	(\$91)

Current Cash Flow		Scenario Cash Flow		Change	
Revenue	\$2,607,189	Revenue	\$2,607,189	Revenue	-
Expenses	\$2,505,500	Expenses	\$2,505,500	Expenses	-
Debt	\$245,000	Debt	\$245,000	Debt	-
Cash Surplus	(\$143,311)	Cash Surplus	(\$143,311)	Cash Surplus	-
Goals	\$200,000	Goals	\$200,000	Goals	-
Cash Surplus	(\$343,311)	Cash Surplus	(\$343,311)	Cash Surplus	-

Scenario Risk Assessment				
	Floored	Upside	Hedged	Committed
Corn	57%	59%	41%	9%
Soybeans	59%	41%	59%	47%

After Yield Change

[Reset Values](#)
[Download Report](#)

	Acre/Head	Yield	Futures Price	Expense (Acre/Head)	Surplus (Acre/Head)
Corn	1700	220.00	3.9825	904.50	(\$15)
Soybeans	1300	68	9.815	744.50	(\$63)

Highlighted boxes have been changed

Current Cash Flow		Scenario Cash Flow		Change	
Revenue	\$2,607,189	Revenue	\$2,643,537	Revenue	\$36,348
Expenses	\$2,505,500	Expenses	\$2,505,500	Expenses	-
Debt	\$245,000	Debt	\$245,000	Debt	-
Cash Surplus	(\$143,311)	Cash Surplus	(\$106,963)	Cash Surplus	\$36,348
Goals	\$200,000	Goals	\$200,000	Goals	-
Cash Surplus	(\$343,311)	Cash Surplus	(\$306,963)	Cash Surplus	\$36,348

Scenario Risk Assessment				
	Floored	Upside	Hedged	Committed
Corn	57%	59%	41%	9%
Soybeans	57%	43%	57%	45%

3 Tips to Success for Farming in Today's Market

continued from page 3

technology across our entire farming operation, continuously testing and refining our approach to improve results. This proactive attitude has allowed us to stay ahead of the curve and make the most of emerging trends and technologies.

Conclusion

These three tips have changed the way I farm. Surrounding myself with a good team of experts, I continually learn how to do better, which helps me seize opportunities to be even more successful. The precision technology world is just my example but there are endless possibilities in agriculture that are out there or yet to be discovered.

Rank	Factor	Value	
		bu/acre	%
1	Weather	70+	27
2	Nitrogen	70	26
3	Hybrid	50	19
4	Previous Crop	25	10
5	Plant Population	20	8
6	Tillage	15	6
7	Growth Regulators	10	4
Total =		260 bu	100%

Reference:
Seven Wonders of the Corn Yield World Link: <https://crop-physiology.crops.corn.edu/seven-wonders-of-the-corn-yield-world/>

Adam Bjerketvedt graduated from the University of Minnesota of the College of Agriculture and Environmental Science with a Bachelor of Science degree in Applied Economics. After college, Adam started farming on 220 Acres growing corn and soybeans. Realizing that farming alone wasn't enough to raise a family, Adam, along with brother-in-law Kent Luthi, started a custom application spraying business. Seeing the potential of Precision Equipment with the sprayer and the need to micromanage every acre on his 220-acre farm, caused another startup business that is currently known as Precision Ag 360. Starting in the spring of 2009, Precision Ag 360 has taken on Precision Ag products that help improve planter accuracy with seed placement, products that help manage trash residue at each stage of the crop, and products that maximize fertilizer placement at the most efficient time. If you would like to know more about our company, the website is www.precisionag360.com.



NOW HIRING

SCAN TO VIEW
OUR CAREER
OPPORTUNITIES



Farm Marketing Consultant

Locations: Brookings, SD, Glenwood, MN, Wayne, NE and Charleston, MO

- Farm Marketing Consultants provide tailored marketing and risk management services to farmers, helping them achieve economic stability and profitability. Responsibilities include client relationship management, market analysis, and business development.

Marketing Associate

Locations: Glenwood, MN and Grundy, IA

- Marketing Associates deliver exceptional customer service and assist with various marketing tasks. Responsibilities include basic marketing activities, assessing client financials, data entry, along with regular client interaction.

HR Administrator

Locations: Brookings, SD or Grundy Center, IA

- The HR Administrator's duties include customer service for our employees, supporting our recruiting programs, managing HR documents, and updating internal databases. This position is focused on maintaining and improving processes while managing a variety of administrative tasks in a timely manner.

Hedge Desk Assistant

Location: Charleston, MO

- The Hedge Desk Assistant supports the daily operations of the hedge desk by executing a variety of tasks, including placing futures and options orders, data entry, and market monitoring.

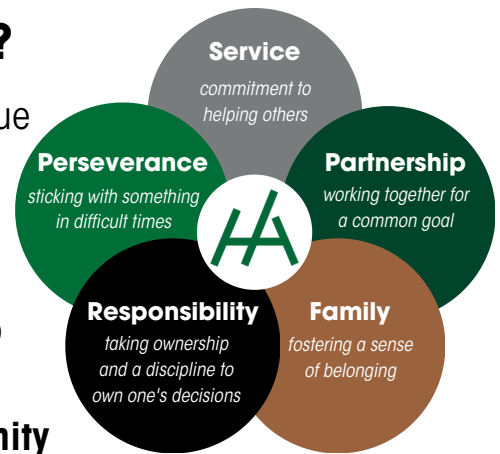
We are seeking employees who approach challenges with a fresh perspective. If you thrive on taking personal initiative and contributing to organizational growth, Hurley & Associates offers an ideal environment. We value individuals who achieve personal success while fostering team achievements. At Hurley, we seek someone committed to embracing both the toughest and most rewarding aspects of their career journey, dedicated to personal and organizational growth alike. Join us if you're driven to make a tangible impact; as a pivotal member of our small business, your contributions will shape our clients' futures and the trajectory of our team.

FARM MARKETING

CONSULTANT INTERNSHIPS

Who is Hurley & Associates?

At Hurley & Associates, we craft unique strategic marketing plans tailored to each farmer's needs, encompassing their cash flow, financial obligations, and goals. Our mission is simple: **"To help our clients achieve economic stability while maintaining the dignity and value of the farm family."** We emphasize producer education and cultivate open, lasting relationships with our clients.



and goals. Our mission is simple: **"To help our clients achieve economic stability while maintaining the dignity and value of the farm family."** We emphasize producer education and cultivate open, lasting relationships with our clients.

What can I expect from Hurley & Associates?

- **Client Engagement:** Accompany office consultants on on-farm visits to understand the importance of relationships in agriculture.
- **Mentorship & Analysis:** Work with a dedicated mentor to analyze farm operations and create strategic marketing plans.
- **Networking:** Connect with agricultural lenders, local elevators, and associations to bolster Hurley's presence.
- **Presentations:** Assist in preparing and delivering presentations to lenders and prospective clients.
- **Licensing & Workshops:** Engage in study materials and workshops to expand your knowledge.
- **Creative Contribution:** Develop and present your insights and ideas.

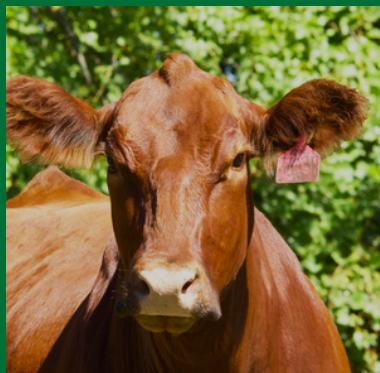
Explore your next opportunity!
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COMMODITY RISK MANAGEMENT



CASH MARKETING



FINANCIAL ACCOUNTABILITY

APPLY TODAY!



12 WEEK, PAID, IMMERSIVE EXPERIENCE IN COMMODITY HEDGING/RISK MANAGEMENT MARKETING

What are the qualifications?

- Must reside in Hurley & Associates territory
- Must be a full-time student pursuing an undergraduate degree in agriculture, business, or related field
- Experience with agricultural youth organizations and work
- Passion for serving those in the agricultural community

Recommended coursework and skills:

- Excellent leadership
- Finance
- Public relations
- Basic accounting
- Commodity marketing
- Economic fundamentals

What is the selection process & procedure?

- Follow the QR code to apply for your preferred location.
- **November 29** - Selection of interns will be completed.
- **May 19** - All interns will report to Charleston, MO for a one-week orientation. Travel accommodations will be made.
- **August 8** - Internship adjourns at Quarterly Meeting in Sioux Falls, SD.



To apply for current career opportunities, please go to: hurleyandassociates.com/for-students, click on the job(s) you are interested, and provide the required information.

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Trent Hurley, Chief Executive Officer
David Hurley, President of Hurley & Associates, Inc.

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