



SUNBASIN  
GROWERS



# Growers' Connection

SUMMER 2023



## Ensuring the agriculture voice is heard

I wanted to share what CHS has been doing to bring a unified cooperative voice to policy makers federally and at the state level. Below is a recap of recent activities to ensure lawmakers hear from those in agriculture.

Through its government affairs team, CHS engages with farmer-owners and others to create opportunities for CHS to advocate with policy makers as an industry leader. In addition to in-person advocacy in Washington, D.C., and state capitals around the country, the team also serves to educate and inform decision makers about public policy and government initiatives important to our business, agriculture, and rural America.

As Congress considers legislation on numerous issues that impact the agriculture and energy industries, CHS is sometimes asked to provide expert perspective on how policy decisions may affect U.S. farmers and the cooperative system. In one recent example, John Griffith, CHS executive vice president, ag business and CHS Hedging, testified in front of the U.S. House Agriculture Committee Subcommittee on Nutrition, Foreign Agriculture and Horticulture to offer insight on the impacts of global trade on the American farmer. During his testimony, Griffith discussed the importance of trade promotion programs within the Farm Bill, and told members of the Committee that, "Trade is the lifeblood of American agriculture, and global demand for food has never been greater."

In 2021, the Washington legislature passed the Climate Commitment Act (CCA) program to reduce carbon emissions through annual greenhouse gas limits. The Washington Department of Ecology initiated rulemaking to create a cap and invest compliance program effective January 1, 2023. This is the first year CHS fuel and administrative costs increased based on implementation of Washington's LCFS policy. Effective January 1, 2023, CHS is a covered entity<sup>1</sup> that must purchase credits to offset its emissions.

Government affairs met with Washington state officials and key stakeholders on the implementation of the Washington Clean Fuel Standard and how suppliers like CHS are navigating through the complexities and impacts of this law.



Tyson Chick  
Sr. Director of  
Operations/General  
Manager  
CHS SunBasin Growers

[continue reading on page 2](#)

<sup>1</sup> A company generating covered emissions that exceed 25,000 metric tons of CO2 equivalent per year.

# Agriculture voices

continued from page 1

In addition, the CHS government affairs team is constantly connecting with officials at all levels of government. This work is ongoing as we better understand the nuances of that new law.

Further establishing CHS as a trusted expert on the topic of agriculture trade, Jay Debertin, CHS president and CEO, was invited to deliver the keynote speech at the Federal Reserve Bank of Kansas City's 2023 Agricultural Symposium. Providing industry perspective, in addition to his own knowledge and expertise, Debertin further exemplified how CHS business leaders are engaging on policy issues both domestically, and abroad. "The combination of higher input costs, high commodity prices and volatility have placed a premium on the grower's ability to manage margins," Debertin said. "Tight balance sheets for grains and oilseeds will continue, but despite these headwinds, 2022 marked the best year on record for inflation-adjusted net farm income since 1973, as strong global demand and high prices for commodities drove profitability for many growers. The USDA is projecting farm income to decline in 2023, but nonetheless, U.S agriculture has been in and remains in a very good window."

The CHS government affairs team manages an extensive portfolio of policy issues at the state, federal and international levels of government. As part of this effort, the team implements a grassroots-driven advocacy program to connect policy makers with farmer-owners. If you would like more information on the work of the government affairs team or have any specific questions on policy issues and political giving, please contact a team member at [chsgovaffairs@chsinc.com](mailto:chsgovaffairs@chsinc.com). ■

**Autopay is here and payments take care of themselves!**

Save time and make sure your payments are on time every time.



**MY CHS**

Questions? Contact MyCHS@chsinc.com or 800-548-9727

[mychs.chsinc.com](http://mychs.chsinc.com)



Scan to get started

© 2023 CHS Inc.

HELP US  
FILL THE  
SHELVES.



GRAIN



FOOD



FUNDS

**THANK YOU TO EVERYONE WHO MADE THIS DIFFERENCE POSSIBLE!**

**CHS Harvest for Hunger**

MARCH 1-31

## OUR DONATIONS



FUNDS

\$17,000



GRAIN



FOOD

82,000+ POUNDS



**RUBYFIELDMASTER**  
PREMIUM OFF-ROAD DIESEL FUEL

Call CHS SunBasin Growers at 509-765-3465 for more information.



# Updates for local fuel card holders



Dale Michelsen  
Sr. Energy Operations  
Manager

We are in the process of major upgrades to our fuel pump card readers due to compliance updates within the credit card industry. Each pump will be enabled with pin and chip technology to make the transaction more secure. The West Broadway facility in Moses Lake was the first location to make the necessary changes. We will continue

progressing through all fuel pumps to make the upgrades.

Once the upgrades take place, you will see changes when using your local card. The fuel pumps will have posted instructions. The following are the steps for using your local card at the fuel pumps.

1. Insert local card in fuel pump card reader
2. Select YES when prompted for Reward Card  
-- If NO is selected, no discount will be applied, and the customer will skip to step 4
3. Insert local card again for payment
4. Enter User ID (driver ID or pin associated with card)
5. Enter Odometer, if you would like to track your miles, otherwise simply hit 1
6. Enter Vehicle, if you would like to track gas purchases by vehicle, otherwise hit 1
7. Discount will be applied, and customer can start fueling.

Tracking for mileage and fuel by vehicle will show up on your statement at month end and can be a convenient way to keep track of the fuel mileage and or purchases by vehicle for your account.

Please feel free to reach out to the energy office at 509-765-3465 with questions. ■

# Interest rates continue their steady climb

Since March 2022, there have been ten straight interest rates hikes from the Federal Reserve. We've seen interest rates raise from zero to 5% on all loans such as operating lines of credit, car loans, and credit cards. CHS isn't immune to these rate hikes as we have seen our own borrowing costs increase but are being very thoughtful and strategic in passing those increases on to our customers.

When the Federal Reserve raised rates by 0.25% in February and again in May, CHS did not raise our interest rates. Let's explore that math quickly to see what type of savings that really means.

For example, you had a loan balance of \$250,000 in April after putting on spring fertilizer. Assuming

you carried the loan until the end of the year that would be nine months of interest. At 8% you'll pay \$15,000 in interest for that \$250,000 over nine months. Now assume 8.5% for the same \$250,000. Total interest paid increases to \$15,937.50, almost another \$1,000 over

the nine-month period. We encourage you to take a look at the credit options CHS has to offer and how it could be a good fit for your business.

For additional information on CHS credit options and how you can apply, reach out to me by email at [Jacob.Compton@chsinc.com](mailto:Jacob.Compton@chsinc.com) or by phone at 509-833-8159. ■



Jacob Compton  
Credit Manager  
CHS SunBasin Growers



## FINANCING AND PREPAY PROGRAMS

Keep CHS in mind for all of your financing needs. Be on the lookout for the release of the 2024 financing and prepay programs in late summer 2023. The credit team is looking forward to serving all your needs!

## Wheat harvest news



Camron Bishop  
Grain Department  
Manager  
CHS SunBasin Growers

I would like to start by saying thank you! We appreciate your support and loyalty to your local cooperative! Without you we do not exist!

Wheat harvest is just around the corner, and we would like to send out some reminders to facilitate a smooth experience while delivering your grain. We will be mailing out our harvest letter to all

growers delivering wheat to CHS locations. If you are delivering to any of our up-country elevators (Quincy, Wheeler, Bruce or Connell), you do not need to request bill of lading unless you would like to use them for your tracking purposes. In that case go ahead and fill out the sheet included with your harvest letter or contact us and we can get it to you. Please fill out the bill of lading request completely. This helps us accurately receive your grain. We will need the account number or name, the type of wheat you are delivering and the number of bill of lading you will need to complete your harvest. Also, please let us know if you have any changes to your split percentages so we can accurately settle the grain when you sell.

Feedback from our new traffic flow pattern at Kennewick was positive last year. We will continue with that same traffic flow for unloading trucks this year. Storage space could become troublesome with the amount of unsold grain from last year, but we have been actively making plans and adjustments to handle all your grain. We are in good shape, and we will adjust accordingly to keep the combines rolling.

As always, if you have any questions or concerns, please contact us in the office at 509-765-3881 and we will be happy to help in any way possible. Have a successful and safe harvest! ■

## Favorable start to growing season



George Smith  
Sales Manager  
CHS SunBasin Growers

Up to this point, weather conditions have given us great growing conditions for most of our geography. Corn, potatoes, and timothy are all ahead of where we were this time last year. With the good weather also comes some challenges and opportunities.

One of those challenges is white mold. White mold first appears as a water rot on stems, leaves, and pods, but may occasionally occur at the base of the stem near the soil line. Affected plant tissue dries quickly and bleaches to a pale tan or almost white color. White mold in beans develops most rapidly at 68 to 77 degrees Fahrenheit and is generally more severe in fields with dense canopies, which increases humidity. Most chemical controls for white mold are preventative, so a good integrated pest management system to address this disease is critical. If you see white mold, you have probably had it for more than two weeks.

Double cropping behind peas or timothy is another popular practice in our irrigated areas. Remember that as green tissue breaks down, flies and other insects are attracted and will begin to lay eggs, which will hatch and become maggots. This can be devastating to your crop. Make sure you are starting with a good seed treatment and using a good insecticide either pre-plant or at planting to prevent loss from these small, yield-robbing bandits.

Ask your agronomy sales representative about options for controlling these pests along with all your other crop needs. ■