



ORGANIC FARMERS
OF MICHIGAN LLC

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We provide full service marketing of organic edible beans, soybeans, barley, corn, oats, spelt, wheat, hay & other commodities.

organicfarmersofmichigan.com

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Organic Farmers of Michigan, LLC

Spring 2023

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Marketing News

If someone asked me how I would describe the organic market place right now with one word, I would have to say-slow. For the last 3-4 weeks there haven't been very many sales made and those made have been on the weaker side. Here is what I am currently seeing in the organic market.

Back around the first part of the year we saw the price of conventional eggs go up higher than the price of organic eggs as much as \$2-\$3.00 per dozen. This coupled with how high the price of organic soybean meal got, brought a number of the organic egg producing companies to stop feeding organic corn and soybean meal to their laying hens and start feeding conventional and selling their eggs in the conventional market. This has reduced the demand for organic corn and feed soybeans which has reduced the price of organic corn by an average \$2.00 per bushel and had reduced the price of organic feed soybeans tremendously by an average \$17.00 per bushel. To add fuel to the fire we were also seeing organic feed soybeans being imported from Africa and India at low price levels.

There does appear to be some light showing at the end of the tunnel now. The conventional egg price has dropped down below organic egg prices by \$1.50-\$2.00 per dozen. It appears that some of the egg producing companies that switched their hens to conventional feed are going to be bringing organic pullets back in and be back in the market for organic corn and soybean meal by second half of June and July. Beware though that some brokers have been calling around looking for organic corn for June through August as low as \$9.00 per bushel. Don't fall for that and sell at those low levels. If we all let them know the price needs to be in the \$11.00-\$12.00 per bushel range we will probably be able to get it. This should also help to increase the prices being offered for new crop corn.

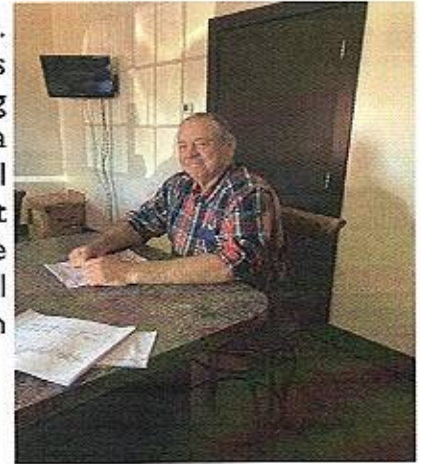
Food Grade Soybeans have also weakened some as a result of the decrease in feed grade soybean prices. We were able to get some new crop food grade soybeans contracted around the \$36.00 per bushel level and prices on additional look like they will come in around \$31-\$33.00 per bushel. Demand seems to be down a little on the food grade soybeans due to some lower priced imports coming in.

Dry Bean contracts have been slower coming this year. The biggest reason I see is we have been working to get the same prices on new crop contracts as we had last year and the customers are looking to reduce the price by \$.01-\$.02 per pound. They were not indicating this at first but some are now coming back at these lower levels.

Wheat continues to be slow to contract. The wheat that has been moving has been SWWW at \$13.00-\$15.00 per bushel and SRWW at \$11.40 per bushel. New crop contracts have not been finalized but look to be SWWW around \$13.00 per bushel and SRWW at \$10-\$11.00 per bushel.

2023 Winter Meeting

The 2023 Winter Meeting was held at Darrell Zimmerman's Farm. Product Support Specialist Robert Sochor from Purple Cow Organics talked to us about their products that add biology to your existing planting and crop fertility programs. He talked about their product CX-1 that is a 100% plant based compost extract containing hundreds of different bacterial and fungal species that can improve your soils and increase nutrient efficiency. Long time OFM member Carl Duda retired from farming and the OFM board. Eric Houthoofd, member from Sandusky, MI, was elected to fill that position. Steve Steely gave the marketing report. We finished up with an organic lunch provided by Vicky Hyatt.



Summer Meeting Wednesday, August 16, 2023

We have set a date for the summer meeting. Please put Wednesday, August 16th on your calendar. We would like idea's from the members on speakers and topics you would be interested in.



Website

We are doing some updates to the website and would like to include some organic recipes. If you have any you would like to share please email them to stacey@organicfarmersofmichigan.com or text to 810-404-9347. Also it would be a great addition to our website if you could send me pictures of getting ready to plant, working ground, planting and weed control this spring and summer

Paperwork Priorities

Just a reminder of how important paperwork is:

- We need to have a copy of your current certification on file in order to ship and receive payment for any commodity.
- It is also very important that when anything is shipped out you have your BOL filled out with the proper information and correct lot numbers. You will need to put an OFM lot number and your own grower lot number on each BOL. Please call us if we haven't informed you of the BOL information to ensure that you have the correct information on your BOL. As soon as your product is shipped, we need a copy of your BOL, clean truck affidavit and scale slip. You can text a picture of them to Stacey at 810-404-9347 or email to stacey@organicfarmersofmichigan.com so we can invoice the buyer and do the proper paperwork to ensure a speedy payment.

Make sure when you take your commodities to the processing facilities you fill out a BOL just the same as when you ship anything else out. You will be the shipper, OFM the seller, and the processing facility will be the consignee. Leave the buyer blank. You will put your own lot number on the BOL and include in the commodity section the words "for processing only." This shows a transfer from you to the processing facility. We will then get the BOL information to the processing facility when the cleaned product is shipped out to the customer to complete the paperwork trail. Make sure you get a scale slip and any other information as far as moisture, TW, FM or grading results that the processing facility performs on your sample they take. Please fax or email this information to us immediately after delivering your commodity to the processing facility in order to keep track of everything we have going in and out.

Organic Farmers of Michigan L.L.C

Marketing Release

May, 2023

After reviewing sales information, we have these prices to report as marketing recommendations:

Prices for Certified Organic commodities cleaned or bin run weight, and FOB farm or cleaning facility.
 *Actual Prices received within range listed.

Navy Beans	.75—.80/lb*	SWWW Food Grade	13.00-15.00/bu*
Black Turtle Beans	.74-.78/lb*	Soft Red Winter Wheat	11.00-12.00/bu*
Pinto Beans	.75-.79/lb*	Hard Red Spring Wheat	15.00-18.00/bu
Great Northern Beans	.90-.95/lb	Spelt (whole)	.25-.30/lb
Small Red Beans	.75-.85/lb	Spelt (dehulled)	.50-.65/lb
Dark Red Kidney Beans	1.15-1.25/lb	Oats	5.50-6.50bu
Light Red Kidney Beans	1.15-1.25/lb	Barley	8.00-10.00/bu*
White Kidney Beans	1.15-1.25/lb	Rye	13.00-15.00/bu*
Adzuki Beans	1.60-1.75/lb	Medium Red Clover Seed	2.25-2.75/lb*
Feed Soybeans & Splits	21.00-24.00/bu*	Corn	10.00-11.00/bu*
High Protein Clear Hylum Soybeans	32.00-36.00/bu*		
Low Protein Clear Hylum Soybeans	29.00-33.00/bu*	Hay-minimum 140 RFV	180.00-220.00/ton*
Feed Grade Wheat	10.50—11.25/bu	Milk	26.00-30.00/cwt*

- Transitional/non-GMO-on selected crops 75% of above prices.
- Above pricing for quantity orders. For small or special orders pricing may increase. Note that these are only recommendations. Prices may change in different geographical areas because of shipping costs, demand or market base.
- A marketing cost of 5% should be expected.
- There are several terms that we should define to help establish common ground ideas.
- Prices Received: These are prices received by willing sellers/growers from willing buyers.
- Parity Prices: In 1910 to 1914 the American Farmers made a wage equal to his city cousins wage.
- The organic market has established standards on the quality and purity of each commodity. Therefore, each product must be in a clean marketable state.
- If we, as farmers, do not establish our own prices, it will be done for us and not to our benefit. We will be glad to add any commodities to this list after reviewing your sales information and recommended prices.

If we work together at maintaining a high standard of production and pricing we will be able to maintain a true sustainable agriculture. In the future we also need to have a strong base of added value to our raw products, such as marketing our own flour, bean soups, and sprouts. This will help us keep market share and more of the market dollars in our local communities.