



HARVEST 2022 SHELBYVILLE NEWSLETTER

INSIDETHIS ISSUE

PG. 1

Corn Receiving Information

PG.2

Meet the Buyer and Seeds of Change

PG.3

From the Scalehouse

PG. 4-

New Discount Schedule 10/1/22

PG.5

The POET Difference

PG. 6

App Updates

PG.7-9

Contract Options

PG. 10

Grain Merchandiser Contact Info



LOOKING FOR RECEIVING HOURS & BIDS?

See our current receiving hours and cash bids by scanning the QR code below and save to your smartphone's homescreen:



Hours and bids subject to change without notice.

Hours also available at:
www.poet.com/shelbyville

CASH CORN BIDS

POET'S MISSION

Our mission is to be good stewards of the Earth by converting renewable resources to energy and other valuable goods as effectively as humanly possible.

Meet the Grain Buyer...

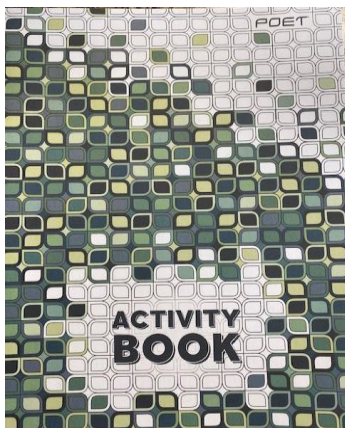


My name is Adam Leising, the newest Grain Merchandiser. I live in Southern Rush County where my family has row crop farm and cow-calf operation. I graduated from Purdue University in the Spring of 2021 with a degree in Agricultural Economics. Prior to POET, I worked in the ag industry in banking and crop inputs. I am newly engaged and preparing for a wedding next year. I enjoy snow and water skiing and rooting for Purdue sports. BOILER UP!

Grain for Change allows POET producers to directly impact the life of a farmer in Kenya by giving through a gift of grain. When a producer brings grain to one of the POET plants, they can designate a percentage of the load to go to Seeds of Change. Not only do they benefit from the opportunity to change a life, but giving in this way provides multiple tax savings! Learn more by asking the scaletech at your local POET plant today!



[CLICK HERE TO LEARN MORE ABOUT SEEDS OF CHANGE](#)



We love seeing our “young farmers” coming through the lines!

Make sure to ask, or stop in, for a POET activity book and crayons from our friends at the Indiana Soybean Alliance!

(while supplies last)



From the Scalehouse...

Your safety is important to us!

Please be mindful of your speed the entire time you are onsite – 10 MPH.

There is NO SMOKING at any time/anywhere.



A View from the Scalehouse...

It's great to see all our new and previous customers back at the scale!!

Would you like to receive our daily text or email updates? Please call 317-699-4135

We love to see photos of our farmers, fields, and life on our great Indiana farms! Please send pictures to Shirley.matlock@POET.com to be considered for a future newsletter!

HARVEST REMINDERS...

- If you are directed to a certain pit, please make sure to look at the sign above the pit entrance. This will help keep room for special grade corn.
- WE HAVE DELIVERY TICKET BOOKS AVAILABLE IF YOU HAVE SPLITS THAT CHANGE. PLEASE ASK FOR ONE. WE WANT TO MAKE SURE YOUR TICKETS ARE CORRECT.**
- CHECK YOUR TICKETS BEFORE LEAVING POET - ANY CHANGES TO TICKET APPLICATION MUST BE MADE WITHIN 24 HOURS
- DEFER PAY UNTIL JANUARY 2023? LET US KNOW BY 12/16/2022..
- SIGN-UP FOR OUR TEXT ALERTS! NOT ONLY WILL YOU RECEIVE THE MOST CURRENT BIDS, BUT INFORMATION REGARDING SPECIAL HOURS AND IMPORTANT INFORMATION REGARDING CORN RECEIVING.**
- Port-o-lets are available for your convenience.
- Be patient and be kind! We want everyone to have a safe harvest from the fields to POET and home!**



Happy Fall, Y'all!

Love it or hate it? Have you ever wondered how candy corn was made? Click here to watch a video

Want to win some POET swag? Let us know at the scale or text your buyer your answer to the question below. We'll pick winners 11/20 by random.

What is your choice of pumpkin pie topping – Cool Whip, Reddi-wip, or none?

New Discount Schedule

Effective 10/1/22

POET Biorefining – Shelbyville

2373 West 300 North

Shelbyville, IN 46176

Discount Schedule

Test Weight

1 cent per bushel each pound 53.9 to 52.0
2 cents per bushel each pound 51.9 to 50.0

Pounds

Discounts

54.0 and above No Discount
53.0 to 53.9 \$.01/bu
52.0 to 52.9 \$.02/bu
51.0 to 51.9 \$.04/bu
50.0 to 50.9 \$.06/bu
49.9 and below see Management

Damage

1 cent per bushel each % above 5.0%
2 cents per bushel each % above 8.0%
5 cents per bushel each % above 11.0%
Loads above 10% are subject to rejection

Percent

Discount

0% - 5.0% No Discount
5.1% - 6.0% \$.01/bu
6.1% - 7.0% \$.02/bu
7.1% - 8.0% \$.03/bu
8.1% - 9.0% \$.05/bu
9.1% - 10.0% \$.07/bu
10.1% and above See Management

Delinquent Contracts: At 30 days past due, a \$.10/bu late fee will be charged for each 30 day period late.

Heat Damage

2 cents each tenth percent above one tenth percent
Subject to rejection at 5 tenths of 1 percent.

Infested

Loads with any live weevils are considered infested and may be rejected or .15/bu discount.

Musty \$.10/bushel - subject to rejection

Sour \$.10/bushel – subject to rejection

Effective October 1,2022

Moisture

6.0 cents per ½ percent of moisture over 15.5%
No shrink will be taken

No shrink will be taken

Moisture %

Discount

15.5% and below No Discount
15.6% - 16.0% \$.06/bu
16.1% - 16.5% \$.12/bu
16.6% - 17.0% \$.18/bu
17.1% - 17.5% \$.24/bu
17.6% - 18.0% \$.30/bu
18.1% - 18.5% \$.36/bu
18.6% - 19.0% \$.42/bu

Foreign Material

1 cents each 1% from 3.1% to 6.0%
2 cents each 1% above 6.0%
3 cents each 1% above 9.0%
Loads above 7.0% are subject to rejection

Percent

Discount

3.0% and below No Discount
3.1% - 4.0% \$.01/bu
4.1% - 5.0% \$.02/bu
5.1% - 6.0% \$.03/bu
6.1% - 7.0% \$.05/bu
7.1% and above See Management

Vomitoxin (DON)

5 cents for each PPM above 6 PPM. Loads above 7 PPM will be subject to rejection.

PPM

Discount

0.0 - 6.0 No Discount
6.1 - 7.0 \$.05
7.1 - 8.0 \$.10
8.1 - 9.0 \$.15

POET Biorefining reserves the right to reject any corn found to be musty, heat damaged, sour, possessing a commercially objectionable foreign odor (COFO), or found to contain Aflatoxin. POET Biorefining reserves the right to reject any corn that contains soybeans. Title to corn passes to POET Biorefining upon delivery. Corn is graded according to USDA standards. POET Biorefining reserves the right to buyers call on any corn that is discountable. The Discount Schedule is subject to change without notice.

Revised 09.14.2022

The Poet difference...

POET Difference:

A local elevator charges an average shrink of 1.4% per point in addition to drying charges and pays on “Net Bushels” instead of “Gross Bushels”.

What difference does that make on a load of corn?

Consider the following:

You take 1,000 bushels at 17.5% moisture to Elevator A:

1000 Bushels delivered at 17.5% moisture
X 3.5% Shrink

35 Bushels reduction in your load

1,000 Bushels
-35 bushels (Shrink)
965 Net “Dry” Bushels
X \$6.00 Cash Price

\$5,790 Settled
-\$121.50 “Drying Discount”

Net Settlement at Elevator \$5,668.50

Now let’s look at POET’s discount on the same load:

1,000 Gross Bushels
X \$6.00 Cash Price
\$6,000

\$6,000
-240.00 “Drying Discount”
\$5,760

Net Settlement at POET \$5,760, difference of \$91.50 per load

Recent App Updates...



Improving App Navigation for Our Members

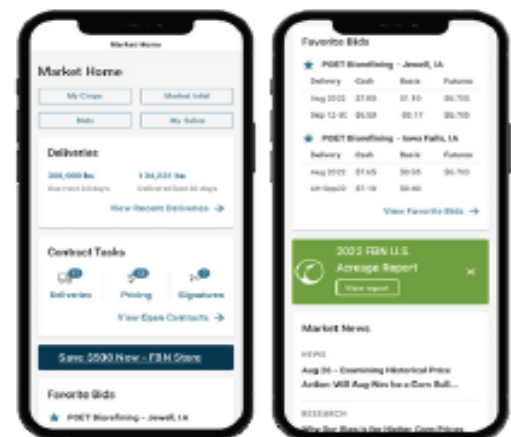


The FBN App will soon get a face lift, enhancing your user experience with easier app navigation and access to key features. With harvest nearing, we want you to be aware of these enhancements and share with you what's new. Here are some key changes:

MARKET HOME

You will now start at a newly designed Market Home screen instead of the My Sales screen. Market Home makes it easier to see key information by grouping information into modules.

- **Quick Start Buttons** - At the top of the screen, you can easily jump to key features by simply tapping a button.
- **Deliveries Module** - Deliveries, upcoming and recently delivered, are displayed in this module. Tapping on 'Due by X date' will take you to the contracts that require delivery by that specified date. Tapping on 'Delivered since X date' will take you to the tickets that you have delivered since that specified date.
- **Contract Tasks Module** - Provides a convenient way to see upcoming tasks and tapping any of these will bring you to the tasks requiring action.
- **Favorite Bids Module** - Favorite Bids are now available at-a-glance on the home screen or use the Quick Start Button to view all your favorite bids. If you tap on the Quick Start Button and go to the Bids page you will be able to view the futures change.
- **Announcements** - You can find all the current announcements for your location that come via a push notification in the top right-hand corner of 'Bids'. By tapping on the header inside of the announcement it will take you to that Poet locations website.
- **Market News** - The most recent headlines from FBN's Research Team are displayed in this section. Tapping the story link will take you to the full story in the Market Intel screen. You can also get the daily Market Intel email by sending a request to crop-marketing@farmersbusinessnetwork.com



MY SALES

My Sales has also had an upgrade in the ticket, advance, and settlement screens. Exports - *Exclusive to the desktop version*, you can now export your tickets, advances, and settlement details into a file making your bookkeeping tasks a little easier.

MY SALES

Many of the Market feature pages now include two easy ways to help with navigation

Breadcrumbs - In the top left corner is breadcrumb navigation -- it shows where you are, and will always take you back to Market Home. Tapping the breadcrumb is a quick easy way to navigate there.

Back Button - in My Sales just below the Breadcrumbs is a back button If you have clicked into a ticket, contract, or settlement it will take you back to the main screen of My Sales.



Questions for POET?

Angie Alliss | p: 641.860.4259
PGApp@poetep.com

HELP



Questions for FBN?

Dahn Clemens | p: (605) 307-9914
dclemens@farmersbusinessnetwork.com

DISCLAIMER: The FBN Crop Marketing Platform is offered by FBN BR LLC dba FBN Market Advisory - NFA ID: 0508695. We do not guarantee customers will receive specific benefits or value from participating in FBN Market Advisory; results will vary and may result in loss. Commodity trading, including futures, hedging and speculating, involves substantial risk of loss and may not be suitable for all investors. All information, publications, and reports, including this specific material, used and distributed by FBN BR LLC shall be construed as a solicitation. Past performance is not necessarily indicative of future results

POET Average Price

Why POET Average Price?

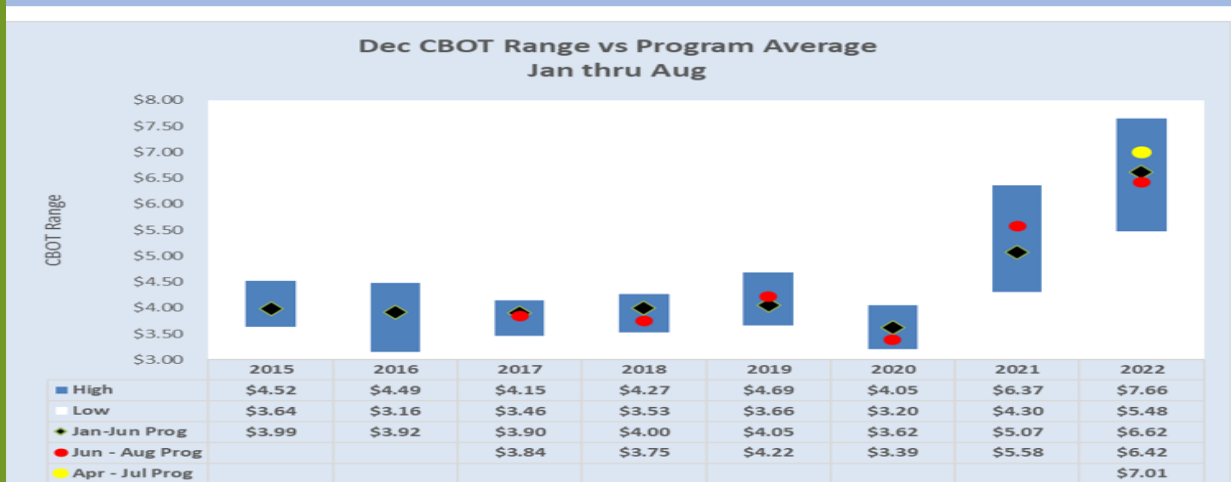
- ✓ Takes the emotion out of marketing as you price corn at what the market offers
- ✓ A solid and traditional for your marketing program
- ✓ You decide how many bushels to enroll
- ✓ A marketing contract option for your diversified portfolio

Delivery Period:	Oct - Dec '22 Prog #34	Jun-Jul '23 Prog #35	Oct-Dec '23 Prog #36	Oct-Dec '23 Prog #37	Oct-Dec '23 Prog #38
Futures Month:	May '23	July '23	Dec '23	Dec '23	Dec '23
Pricing Period:	Jan 3, 2023— Mar 31, 2023	Jan 3, 2023— May 31, 2023	Jan 3, 2023— Jun 30, 2023	Apr 17, 2023- July 15, 2023	Jun 1, 2023— Aug 31, 2023
Fee Per Bushel:	\$.05	\$.05	\$.05	\$.05	\$.05
Sign Up Deadline:	Dec 16, 2022	Dec 16, 2022	Dec 16, 2022	Apr 12, 2023	May 26, 2023

AVERAGE PRICE BASICS

- Select a delivery period to enroll bushels
- Select a pricing period that determines the average price based on a DAILY CBOT close
- Basis can be set any time prior to delivery
- Same benefits of an HTA
- No minimum on bushels enrolled
- Ability to price remaining unpriced bushels at any time

POET GRAIN – AVERAGE PRICE PROGRAM PERFORMANCE



POET Accumulator

Why POET Accumulator?

- ✓ Allows producers to sell at prices substantially better than current market
- ✓ Depending on timeframe producers are typically able to sell 20-30 cents above current market
- ✓ *Big difference between Accumulators and Premium Plus contracts is accumulators actually sell bushels on a daily basis vs just collecting the premium on a potential double obligation up front*
- ✓ Offered on a daily basis
- ✓ Additional Accumulator programs available.
- ✓ Call for details.

Visual of Accumulation/KO
Levels vs Current Market



Contracting Options

Flat Price Contracts

Set the futures, basis, and delivery period on a certain amount of bushels.

Example: Fall delivery

Dec corn for fall delivery is trading @ \$3.80 and the basis is -.10. You will receive a check for \$3.70 per bushel, less applicable discounts.

Basis Contracts

Determine a time in which you want to deliver corn and set the basis level for that time but, leave the futures unset.

Example: March delivery

Sell March basis (and set March delivery) today at +.30 and sell futures later @ 3.95. You will receive 4.25 cash, less applicable discounts.

Futures Contract or HTA

Sell the current futures price on a specific month but you leave the basis and delivery to be determined. There is a fee schedule with this option depending on how far into the future you sell the bushels.

Example: Fall 2022

December 2022 futures are trading @ 4.00 for next year, but are unsure of what the basis will be since the crop has yet to be planted. You decide to sell the futures price but you wait to sell the basis until you get a better handle on what the local supply will be. Upon delivery, you would be paid on 4.00 plus or minus then current basis, less contract fees and applicable discounts.

Premium Plus

Add a 10-20 cent premium to any posted cash price for any delivery period. Make a flat contract and give us a firm offer to sell an equal amount of bushels at some higher price in the future. The more aggressive the next sale, the higher the premium.

Minimum Price (only available to the farmer)

Allows you lock in a set price on a specific time period and gives you unlimited potential penny for penny market gains over your "strike price"

Example: Minimum price contract for May delivery

Sell your corn @ 4.20 cash for May delivery. For a fee, you can participate in a July futures rally. Let's say we lock in a 4.00 July strike price. Anytime between now and July option expiration, you have unlimited market gain potential if July futures trade higher than 4.00. These contracts must be written in 5000 Bu increments.

Contacts



Christine Poole – Commodity Manager
Direct Line: 765-795-7214
Cell Phone: 765-721-7359
Email: Christine.Poole@POET.com


Matthew Mathias – Sr. Grain Buyer
Direct Line: 317-699-4114
Cell Phone: 765-721-7532
Email: Matthew.Mathias@POET.com

Shirley Matlock – Grain Buyer
Direct Line: 317-699-4120
Cell Phone: 765-721-7362
Email: Shirley.Matlock@POET.com

Adam Leising – Grain Buyer
Direct Line: 317-699-4183
Cell Phone: 765-721-7362
Email: Adam.Leising@POET.com

General Numbers:
Grain Buyers: 317-699-4135
Toll Free: 833-475-2676

Do you want to....

- See contracts?
- See tickets
- Electronically sign your contract?
- Scan code 



Dave Peschong, Dry Feed Sales
Toll free: 888-327-8799
Direct Line: 605-965-6279
Cell: 605-929-1674
Email: Dave.Peschong@POET.com

Matt Bork, Wet Feed Sales
Toll free: 888-327-8799 ext.16930
Direct Line: 605-965-6930
Cell: 605-553-1572
Email: Matt.Bork@POET.com

