



DECEMBER 2020 SHELBYVILLE NEWSLETTER

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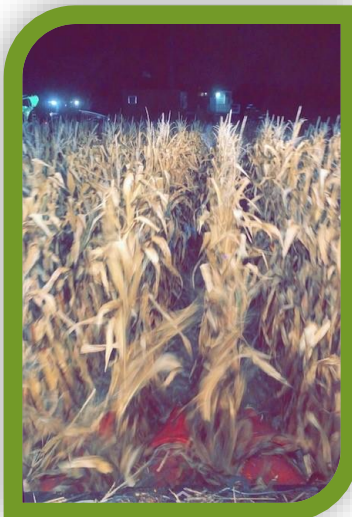
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POET Grain Calendar & Contacts



Thanks Travis H. for this sunset picture!

Thanks Taylor G. for the late-night harvest



CORN RECEIVING

Corn receiving hours:

M-F, 6:30am-4:00pm

We will be closed 12/24-25/2020 & 1/1/21

Hours are subject to change.

Please continue to check the "Local Cash Corn Bid" link at www.poet.com/shelbyville for updates regarding harvest receiving hours or call for more information.

Christine Poole
765-721-7359

Matt Mathias
765-721-7532

Michelle Patton
765-721-7239

Doug Reed
765-721-7362

Scalehouse
(Shirley/Amanda)
317-699-4117

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.



No better view than the beautiful Indiana sunrises!

From the Grain Buyer Desk...



VIRTUAL MARKET OUTLOOK MEETING – DECEMBER 17, 10AM EST



Join us, December 17th at 10am EST for a virtual market outlook meeting. This meeting will feature Steve Woltjer, Regional Portfolio Manager Marketing Supply from POET Grain, Wichita, Kansas. Steve provides valuable insight into factors impacting the trading markets. There will be a Q&A session at the end. There will also be 2 winners drawn *from those who attend* for their choice of a \$50 gift card from Aspen Creek, Big Sky, or Cabela's!

Please call Shirley at 317-699-4117 or email at Shirley.matlock@poet.com prior to 12/17 to receive your link to the meeting.



THOUGHTS FROM THE GRAIN BUYER...

It's the time of the year to start looking at your unpriced corn in the bin and the 21-22 crop. I hear things like, "It's too early to think about that," "I just got done with harvest," "I haven't marketed the grain I just put in my bins." Let me ask a few questions. Have you worked on your seed order for next year? Chemical order? Fertilizer order? Crop Insurance Policy? I think the answer to most of those questions are yes. So, let's get started on marketing a portion of your old crop and 21-22 crop. Marketing grain is very tricky with how the market trades today and the worst thing to do is ignore it. Covid-19, South American Weather, Ethanol usage, Feed Usage, Exports, and all the other things we worry about every year make it tough. Let POET help you with some of your bushels. We have contracts that can help you market your corn and beans. A little nervous to try them? Sure, it's hard to try something new but these contracts can be done with as little as 1000 bu. We are here to guide you through the process and in turn help get bushels priced. Spreading out your risk is a good way to market bushels. Market Manager -Let the POET Professional market some bushels. Accumulators-Lock in a price well above where the market is currently trading. Average Price-take the average price of what the market gives you on a certain delivery period. Premium Plus-sell a call add premium to existing contract 2nd obligation possible. In today's world there are all kinds of ways to market your crop. We want to help you make money for your operation, that's why we're here! (Click on **highlighted** contracts for more information)

	Accumulators	Old Crop		Premium Plus
		Futures Only		
Market Manager	Average Price	New Crop		
		Accumulators	Futures Only	Premium Plus

Market Manager and Average Price sign up deadline is 12/21

All other Contracts are offered on a daily.

Want some help marketing beans? Bean Accumulator contracts are a good way to price above the market. You pick the delivery point when you're ready to deliver.

Call Doug, Matt, Christine or Michelle to discuss these contracts and get some bushels locked in!!!!

Market News and Updates

MARKET MANAGER 2021-2022 CROP

Program:	Dec 2021 Prog #12	July 2022 Prog #13	July 2022 Prog #14
Pricing Period:	1/4/2021—11/26/2021	1/4/2021—6/24/2022	6/14/2021—6/24/2022
Delivery Window:	Sep '21—Aug '22	Sep '21—Aug '22	Sep '21—Aug '22
Futures Month:	Dec '21 (CZ21)	July '22 (CN22)	Jul '22 (CN22)
Pricing Months:	10.5 Months	17.5 Months	12.5 Months
Fee Per Bushel:	\$.10	\$.10	\$.10
Sign Up Deadline:	Dec 21, 2020	Dec 21, 2020	Jun 7, 2021

POET Grain's Market Manager allows POET Grain's team of corn merchandisers to establish the futures price on a quantity and delivery period that you choose. You are only responsible to establish basis prior to delivery. Unlike similar marketing programs, our team focuses solely on corn. We also have the advantage of having a finger directly on the ethanol industry.

2020 DECEMBER HISTORICAL MARKET MANAGER PERFORMANCE



2020 JULY HISTORICAL MARKET MANAGER PERFORMANCE

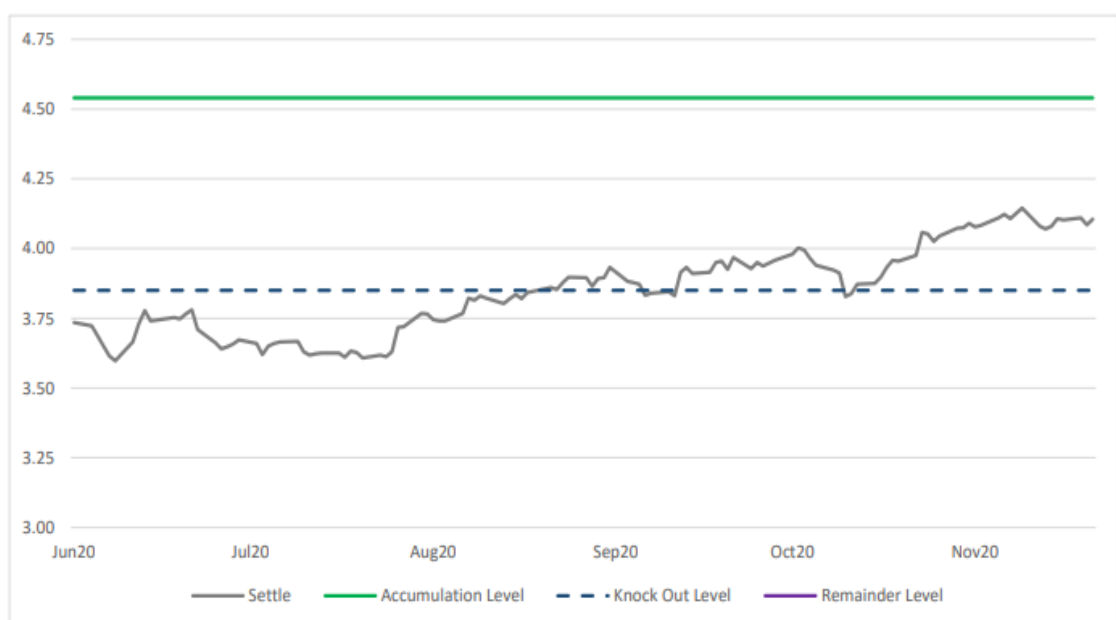


POET Accumulator

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

Visual of Accumulation/KO Levels vs Current Market December 2020



Source: Bloomberg

From the Scalehouse...

Have you seen our new sign and lane markings?

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

There is **NO SMOKING** at any time/anywhere.

Climbing onto or into trailers is not permitted on POET property.



***SPECIAL NOTE REGARDING**

JANUARY PAY*:

Please let us know prior to 3pm on Wednesday, December 23rd, if you want January deferred pay or payment in 2020.

January deferred pay checks will be available for pick-up on January 6th beginning at 8am. Please let us know if you prefer to pick-up your check or have it mailed. If you are set-up for ACH it will be direct deposited at that time.



REMINDERS...

- 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.
- Please let us know when you come to the inbound scale if there are any splits that need to be applied and if it is a contract or spot sell. We want to ensure your tickets are correct before you leave. *It is helpful if you have the splits on something you can hold up for us to read.*
- Be patient and be kind! We want everyone to be safe from the farm to POET and home!*



A View from the Scalehouse...

Wishing you and yours a safe, healthy, and wonderful Christmas season!

Would you like to receive our daily text or email updates? Please call 317-694-4117, email me at Shirley.matlock@poet.com, or visit <http://shb.poetgrain.com/>

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!

COVID-19 UPDATE



CURRENT COVID-19 UPDATES AT SHELBYVILLE

- Per the Governor's mandate, masks/face coverings are required to enter the scalehouse.
- All checks will be mailed or direct deposit (ACH). Please let us know if you need to set-up direct deposit so you are ready for your next settlement.
- To slow the spread of COVID-19, DO NOT ENTER ANY BUILDING if you are not feeling well or:
 - Have had a fever within the last 48 hours
 - Have a cough
 - Have shortness of breath
 - Have yourself or been in contact with someone who has:
 - In the last 14 days, tested positive for COVID-19
 - In the last 30 days, traveled out of the country (or on a cruise ship)
 - In the last 30 days, traveled to an area identified as high risk by the CDC
- POET Visitors, notify your POET Contact via phone/email to determine an alternative plan.
- Please note, as we continue to navigate through the COVID-19 pandemic, we may implement other changes that will be posted at the facility and/or online. The health and safety of our POET team and customers is important to us! For the latest information on the Novel Coronavirus in Indiana, please visit <https://www.coronavirus.in.gov>

LINKS OF INTEREST

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 scalemaster at your local POET plant today!



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

January						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
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24	25	26	27	28	29	30
31						

February						
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28						

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28	29	30	31			

April						
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May						
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23	24	25	26	27	28	29
30	31					

June						
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July						
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18	19	20	21	22	23	24
25	26	27	28	29	30	31

August						
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29	30	31				

September						
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19	20	21	22	23	24	25
26	27	28	29	30		

October						
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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

November						
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28	29	30				

December						
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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

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www.POET.com/shelbyville

Do you want to....

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

We've got an app for that!!

