



○ WINTER | ○ 2021/2022

Cultivating *Progress*

A QUARTERLY NEWSLETTER DEDICATED TO KEEPING OUR PARTNERS UPDATED ON OUR FARM'S GROWTH.

2021 Harvest Goes By Safely and Smoothly

Despite drought conditions across the Hultgren Farms growing area, the 2021 crop ended up being a wonderful surprise. With record yields in soybeans and sugarbeets, as well as solid yields around farm averages in haylage, silage, corn, sweet corn, and kidney beans, we were very pleased with the outcome of the 2021 crop. On top of that, we got through another busy fall season without any injuries or accidents!

Here is a crop-by-crop report:



Wrapping up the last field of sugarbeets.

Sugarbeets

We enjoyed the efficiency of our self-propelled harvester paired with a beet cart as we pulled out by far the biggest crop in the history of our farm. So

big in fact that Southern Minnesota Beet Sugar Cooperative, where our beets are processed into granular sugar, had to have its members hold back 20% of their crop. We yielded 37.84 per acre on all acres harvested, but once we left the 20% in the field (which for us is about 240 acres) and divided our hauled tonnage across all acres, the yield becomes 30.3—still the largest beet crop in our farm's history. Our previous farm average was 24.4 tons/acre, and we smashed our previous record yield of 27.4 in 2015. The reason SMBSC could only take 80% of this gigantic crop is that the factory has a limited capacity to process, and if it were to receive too many beets the factory would not get them processed by May. When the weather warms in the spring, the piled beets begin to rot and cannot efficiently be made into sugar. By leaving a certain percentage in the field, we save our cooperative from having to haul those non-processible beets back out onto the field in the spring. Our combination of self-propelled harvester (which defoliates, lifts, and holds a truckload of beets on board) and the tracked 36-ton Crop Shuttle beet cart allows us to keep trucks out of the field to reduce compaction, save all operators from fatigue, and prevents dragging mud onto public roads. The transferring of the beets from harvester to cart and then from cart to truck also reduces the amount of dirt we haul to the piling site by more than 20%. Our sugar of 16.54% and purity was above the cooperative average as well, so we felt very good about

the crop despite having to leave some beets in the field. Of course, the profitability will ultimately be determined by factory performance in turning our beets into saleable sugar, but from the farm side we delivered a high-quality beet with a lot of sugar per acre to get things off to a good start!

We had a fantastic harvest crew for sugarbeets this year as well and a big thanks goes out to all of our drivers!



Corn silage pile being built at Meadowstar Dairy

Corn

We raise corn for two end uses. One is dried grain; the other is silage. Both forms are ultimately delivered to Meadow Star and Louriston Dairies locally. Our grain corn yield was 192 bushels per acre. This is a drop from our farm average of 198 but considering the dry summer conditions we were still very satisfied. As one can imagine, the corn needed very little drying once we hauled it to our home storage facility. Our average moisture for the season was 18%.

The silage yield was 23.3 tons/acre, a slight drop from our 5-year average of 23.7. But again, with drought conditions, this was still a good yield. The corn was again chopped by CY Harvesting. Hultgren Farms is a partner in this company, and we supply trucks and management help to the crew at Meadow Star Dairy for several weeks in September while the silage is being chopped on our farm and those of neighboring farmers. Field operations went fairly smoothly with few issues with mud, rain, or snow. We can thank the dry summer for giving us a reserve of space for the fall rains to go—even after several one-inch rain events in September and October we were still able to harvest the next day as the dry soil soaked up the rain like a sponge!

Kidney Beans

2021 was an uneventful year in kidney bean production, and as farmers we like “uneventful”! Our net yield was 2300 lbs/acre, which surpassed our average yield of 1937 lbs/acre. Typically, in kidney bean production, we will grow about 6 fields. One will be a bin-busting yield, one will be very bad (half of normal yield) and the

rest will be average. This year, we had all of our fields perform around the average—we didn’t have a stellar one to brag about, and we didn’t have a trainwreck to complain about. Just a good, consistent crop and the quality was still quite good despite some very dry conditions. All of our beans were raised on irrigated sand this year, so we controlled the precipitation and were able to harvest without any mud interfering with the quality sample. Once again, our customers were Chippewa Valley Bean in Menomonie, Wisconsin and Bonanza Bean in Morris, Minnesota.



Last load of kidney beans being loading into the truck

Alfalfa

We have a two-pronged alfalfa program at Hultgren Farms. The haylage portion, which encompasses about 90% of the production, is chopped as forage for Meadow Star and Louriston dairies by CY Harvesting. The haylage yield for 2021 was better than our 5-year average (4.6 tons/acre) at 5.2 tons/acre. The trick for harvesting hay in 2021 was not making sure it doesn’t get rained on, but rather to make sure it didn’t get overly dry. At moistures below 50%, haylage that is piled does not “ensile” and is of low feed value to the dairy cows. Once the hay was cut, we were battling the low humidity and summer heat to get it chopped in a timely manner before the moisture was lost. It’s all about feed quality when it comes to dairy cows, and as part of CY Harvesting we strive to meet our customer expectations. At our farm level, we were pleased to see a yield over 5 tons with the lack of rain in 2021.

The other 10% of hay we harvest as dry hay in round bales, and this is fed to our beef herd. It is stored to be

fed to the cows on pasture in the winter months and was also used to supplement corn feed to our feeder/fat cattle for our beef program. This dry hay is harvested from the dry corners and non-row crop areas of irrigated fields at our Colfax Cattle ranch.

Soybeans

While our 60 bushel-per-acre yield in 2021 would pale in comparison to some of the yields seen in southern Minnesota or central Iowa, for our farm 60 bushels is a record. Due to our climate and soil type, we only average about 51 bushels in a normal year. To break our farm yield record and exceed our average by almost 10 bushels is amazing...and in a drought!

The soybean plants were tougher than usual this year, and so combine speeds had to be reduced. But the grain was dry averaging about 12%. We put a good, clean crop in the bins and were very happy with the 2021 soybean harvest.

About half of our soybeans are stored for future delivery to a seed production plant, where we receive a premium for quality and just-in-time delivery. The other half of the crop is delivered locally to Raymond Farmers Co-op elevator.

Sweet Corn

The sweet corn crop also surprised in 2021. Being the latest planted crop (mid-June), much of the sweet corn was planted in dry dirt and we hoped for rain. But very little came, and so the sweet corn stand was very inconsistent. In fact, the staff from Lakeside Foods (where we sell the contract production) even questioned whether the fields would be harvested due to these stand issues. We are glad they did, because the sweet corn still yielded 7.1 tons/acre, which is about average. Clearly it had it where it counts! We raise about 170 acres for Lakeside Foods of Brooten each year.

Winter Rye

We planted winter rye into spent alfalfa in the fall of 2020 and harvested it for seed in July of 2021. We had never done rye on our farm before but ended up with a good yield of 67 bushels/acre. We also had a straw yield of 1.4 tons per acre. The straw will be used for our beef herd.

This rye was cleaned and bagged for resale as cover crop to local farmers and cooperatives through our Fieldstock office. We will not only seek some revenue from selling the seed, but also long-term to work with farmers to pursue possible carbon credits in the future.

Overall, the 2021 harvest was efficient and effective. We were able to get dairy manure applied on all fields of our plan. Fall tillage went well and we are in good shape for the 2022 spring planting season. We probably had the best crew we have ever had in our machinery for the '21 harvest run, and I want to thank everyone who

did their part in bringing this harvest home! Let's do it again next year!

Thanks to a great team:

Dan Youngkrantz ● Preston Asche ● Noah Hultgren ● Reno Williams ● Zack Hardebeck ● Josh Larson ● Nick Schneider ● Don Hauptli ● Ken Hanson ● Butch Fest ● Blake Klaphake ● Duane Hultgren ● Ben Lundebreck ● Payton Asche ● Elias Hultgren ● Harland Asche ● Lewey Cole ● Jon Zaske ● Eddie Flores.



Rye straw baled after grain harvest in the field.

Nate Hultgren Named President of American Sugarbeet Growers Association

Press release: ASGA - Washington, DC – On January 28, 2022, Nate Hultgren of Raymond, Minnesota was elected unanimously as President of the American Sugarbeet Growers Association (ASGA) for 2022 by farmer representatives from across the country who gathered for the ASGA annual meeting in Scottsdale, AZ. He has served on the ASGA Board of Directors since 2016.

Hultgren said “It is an honor to lead such a talented group of farmers. The American sugarbeet industry is truly the best in the world. Throughout all the challenges our country has gone through over the last two years, the industry has overcome each and every hurdle faced. Our farmers, cooperatives, and employees have continued to provide the nation with a continuous supply of sugar throughout the pandemic. We’ve got a great story to tell federal lawmakers about the needs and

merits of American production and manufacturing. I'm eager to get to work on behalf of our industry."

Hultgren previously served as ASGA's Vice President. He also serves as Chairman of the Board of the Southern Minnesota Beet Sugar Cooperative in Renville, Minnesota. Nate is a fourth-generation farmer who runs the farm with his brother Noah and his father Duane in west central Minnesota. Hultgren Farms raises 1,200 acres of sugarbeets, as well as corn, soybeans, alfalfa, sweet corn, peas, kidney beans and beef cattle on 6,000 acres. The farm is also a partner in a neighboring dairy, which milks 8,000 cows. He and his wife, Jaime, have 5 children.

The American Sugarbeet Growers Association represents approximately 10,000 growers in all 11 producing states.

Farmer Market Success

Our first year attending farmer markets was a success, we met and shared our story with thousands of people at over 80 events in 6 towns throughout Minnesota. The farmers markets offered a unique opportunity to connect with customers who are looking for locally grown, raised, and produced food. We sold our naturally grown and pasture raised beef at markets. During the garden season Oliver harvested extra vegetables to expand our offerings at markets, quite the entrepreneur! It was fantastic to educate consumers on beef practices, the crops we grow, and our family story. Our plan is to continue attending markets in the 2022 season, if you would like to see us in your neighborhood, let us know of a market local to your area, we'd love to join even more communities!



We offer a wide selection of beef cuts, steaks, roasts, burger, brisket & more!

West Central CEO Program

Students looking for more opportunities to expand their entrepreneurial skills have been flourishing in the WC-CEO program. Helping students from several local schools, including Kerkhoven Murdock Sunburg (KMS), Maynard Clara City Raymond (MACCRAY), Central Minnesota Christian School (CMCS) and Renville County West (RCW).

The WC-CEO program is geared toward giving students hands on experience with 50+ local businesses through field trips and conversation. Students learn valuable lessons about real life experiences, taking risks, managing results, and learning from outcomes. Hultgren Farms has been involved from the beginning in several ways, including being investors, tour location, and Nate holds the role of Vice Chair on the board of directors. If you know a student who would like to join the 2023 or future classes of WC-CEO check out their website at www.westcentralmnceo.com for more information.



Nate speaking to the 2021 WC-CEO class during a tour of the farm

Home Delivery Expands

As we work to grow our retail beef, we were able to secure a grant that will cost share a new venture for our farm, home delivery! From talking to our farmer market customers, we identified a need for consistent access to quality beef during the winter season. In so doing, home delivery was our solution! It works in such a way that customers can buy as much or as little as they need, place their order online or by calling our office, we package up their beef in our specialty cooler bags, and deliver all throughout the state!

If you are looking to take advantage of this new opportunity, give us a call at (320) 316-0292 ext. 2 and we would be happy to add you to our upcoming delivery date in March



New customized cooler bags ensure order quality during delivery.

Pasta Fagioli

Jaime Hultgren

1 pound Ground Beef
½ pound cooked ditali pasta
1 diced onion
1 C shredded carrots
3 stalks celery
2 cloves garlic
2 cans diced tomato (14.5 oz)
1 can kidney beans w/ liquid
1 can great norther beans w/liquid
1 can tomato sauce
V8 juice (32 oz)
1 Tbsp white vinegar
1 ½ tsp salt
1 tsp oregano
1 tsp basil
½ tsp pepper
½ tsp thyme

Brown the ground beef, adding onion, carrot, celery, and garlic. Sauté for 10 mins.

Add remaining ingredients and continue simmering for 1 hour.

Finally add ½ pound cooked ditali pasta.



In Grateful Memory of Sylvia Visser & Wayne Hagen

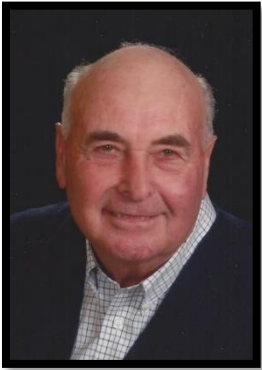
Since our last newsletter, we have said goodbye to two of our landlords and friends. We want to take a moment to recognize their importance to our family and farm.



Sylvia Visser

Sylvia left us in July of last year at the age of 97. What a long and productive life! We enjoyed renting the farm from her and her husband, Doward, who passed away in 2020, and have had the opportunity to better get to know their daughter Sharon and son Leon, who are still active in helping with the farm.

Sylvia was always a joy to visit with, and liked to talk about how the crop year went for us on the farm and how our kids were growing up fast! Sylvia was always so kind and we will miss her, and we are grateful that our families have been able to work together and get to know each other more and more over the years. God bless her memory!



Wayne Hagen

Wayne passed at the age of 82 in November. Even though we had owned land, raised cattle and crops in Colfax Township since the 1970's, Wayne seemed to be the only one who treated us like neighbors. Always a friendly face, it was nice to run into him while fencing or haying in the summertime as he had adjacent property to us in a few areas. As he moved into retirement in the last few years, we were able to buy some farmland from him as well as rent some, and we continue to do so from his wife Patti. It was a pleasure to have a neighborly relationship with Wayne, and we will continue to do so with his family.

As we watch some of our neighbors, landlords, friends and family pass in recent years, we say goodbye to a generation of people that embodied productivity, community, friendship, love for the Lord, and goodwill toward their fellow Americans. We mourn their loss and take with a piece of them that can only be honored by carrying on their character. May we live our lives in respect for those who worked so hard to make America a good and productive country! --Nate

Contact Us!

Our offices are 5 miles west of Willmar on MN 40.
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Order our farm-fresh, pasture-raised beef online: www.hultgrenfarms.com
or stop by anytime for the best ground beef in the state of Minnesota!
Individual cuts and larger quantities available.