

**EXHIBIT A**

# Producer (agriculture)

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**Producer**, in United States agricultural policy, is generally thought of as a farm operator. However, given the sometimes complex ownership and rental arrangements of today's farms, the 2002 farm bill (P.L. 101–171, Sec. 1001) defines a producer for purposes of farm program benefits as an owner-operator, landlord, tenant, or sharecropper that shares in the risk of producing a crop and is entitled to a share of the crop produced on the farm. Under this definition, a landlord receiving cash rent is not considered a producer and is not eligible to receive subsidy program payments. However, a landlord receiving crop share as rent is a producer.

## References

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- Ⓒ This article incorporates public domain material from the Congressional Research Service document: / edited by Seth Curtis-Creighton. "Report for Congress: Agriculture: A Glossary of Terms, Programs, and Laws, 2005 Edition" (<http://ncseonline.org/nle/crsreports/05jun/97-905.pdf>) (PDF).

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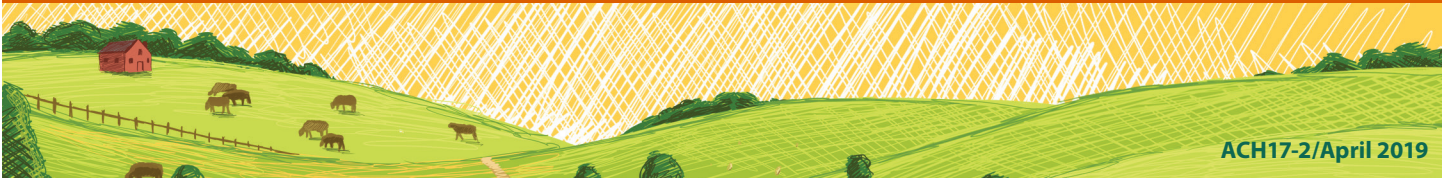
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**This page was last edited on 21 August 2018, at 12:37 (UTC).**

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## **EXHIBIT B**



ACH17-2/April 2019

The 2017 Census of Agriculture questionnaire substantially revised the demographic data collected in order to better capture the contributions of all persons involved in farm operations and agricultural production. The revised questions, which identified a producer as someone involved in making decisions for the farm, led to more people identifying as producers. The 2017 Census also collected data on young producers, new and beginning producers, and (for the first time) those with military service.

**3.4 million**  
producers



**57.5 years**  
average age



**2 million**  
farms



## Total Producers

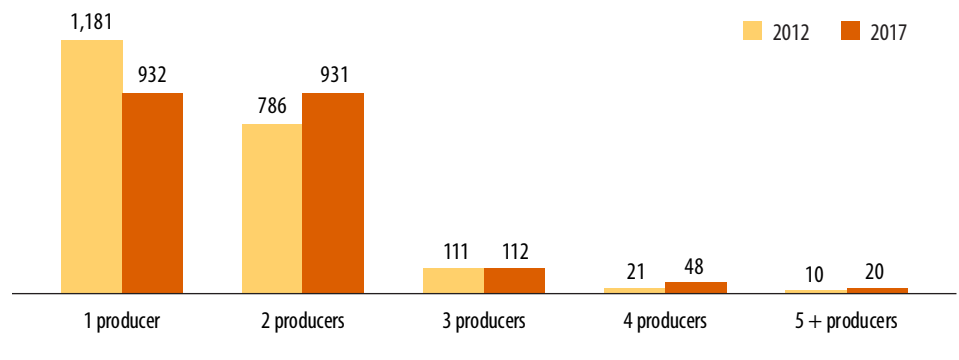
In 2017, the total number of U.S. producers was 3.4 million, a 6.9 percent increase over 2012, as more farms reported multiple individuals involved in farm decision making. In 2017, the majority of farms (54 percent) reported more than one person as producer. In 2012, the majority (56 percent of farms) identified only one producer.

While the number of male producers declined 1.7 percent, the number of female producers increased nearly 27 percent, underscoring the effectiveness of the attempt to better represent all people involved in farm decision making.

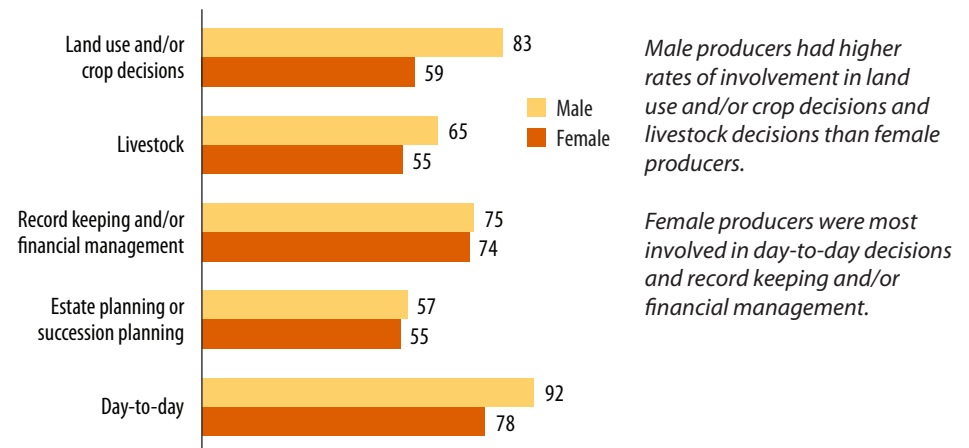
	2012	2017	% change
	(millions)		
All	3.18	3.40	+6.9
Male	2.21	2.17	-1.7
Female	0.97	1.23	+26.6

The total number of producers increased nearly 7 percent between 2012 and 2017. The number of farms with only one producer declined; all categories of farms with two or more producers increased.

Farms by Number of Producers, 2012 and 2017 (thousands)



Farm Decision Making by Type of Decision and Sex of Producer, 2017 (percent of category)



Male producers had higher rates of involvement in land use and/or crop decisions and livestock decisions than female producers.

Female producers were most involved in day-to-day decisions and record keeping and/or financial management.

For a video on *What's New in the 2017 Census?*, see [www.nass.usda.gov/Newsroom/Video\\_Features/index.php](http://www.nass.usda.gov/Newsroom/Video_Features/index.php).

## Snapshot of U.S. Producers, 2017

U.S. total = 3,399,834

	% of total
Male	64
Female	36
Age <35	8
Age 35-64	58
Age 65+	34
10 years or less farming	27
11 years or more farming	73
Lived on their farm	74
Did not work off farm	39
Worked off farm 1 to 199 days	21
Worked off farm 200+ days	40
Primary occupation farming	42
Primary occupation other than farming	58
With military service	11
Hispanic	3
American Indian/Alaska Native	1.7
Asian	0.6
Black	1.3
Native Hawaiian/Pacific Islander	0.1
White	95.4
More than one race	0.8

## Demographics in the Census of Agriculture

The Census of Agriculture, conducted once every five years, is a complete count of U.S. farms and ranches and the people who operate them. Demographic information is available at national, state, and county levels, as well as for classes of farm and congressional districts.

Results from the 2017 Census, as well as previous censuses, are available online. See the searchable database Quick Stats, the new and easy-to-use Census Data Query Tool, downloadable PDF reports, maps, and a variety of topic-specific products.

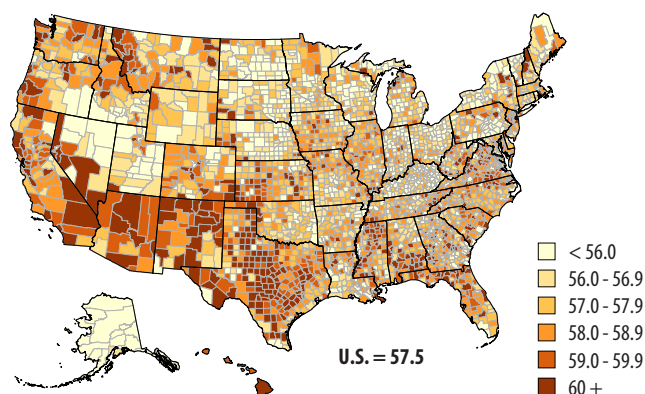
Highlights featuring demographic groups and profiles by race, ethnicity, and sex will become available throughout 2019.

[www.nass.usda.gov/AgCensus](http://www.nass.usda.gov/AgCensus)

## Average Age Continues to Rise

The average age of all U.S. farm producers in 2017 was 57.5 years, up 1.2 years from 2012, continuing a long-term trend of aging in the U.S. producer population. Producers also tend to be experienced; they had been on their current farm an average of 21.3 years.

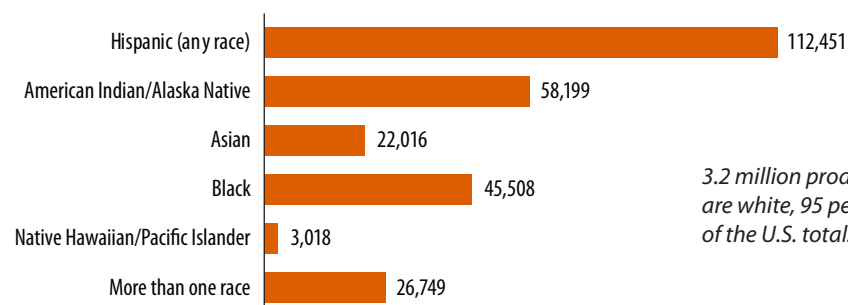
### Average Age of Producers by County, 2017



On average, producers are older in southern states and younger in Midwestern states.

## Producers by Ethnicity and Race

Consistent with Office of Management and Budget specifications for federal statistical agencies, the Census of Agriculture asked separate questions for ethnicity and race.



3.2 million producers are white, 95 percent of the U.S. total.

## Military Service

Accounting for 11 percent of the U.S. total, 370,619 producers had served or were serving in the U.S. military in 2017. They are largely male (95 percent) and a full decade older than producers as a whole.

They are experienced farmers, with 81 percent having farmed eleven years or more. For more than half of them (52 percent), farming is their primary occupation.

At the county level, the share of producers with military service is highest in the southeastern United States.

**67.9** Average age of producers with military service.

## Beginning Producers

Beginning farmers have ten or fewer years of farming experience. They were 27 percent of U.S. producers in 2017. Their average age was 46.3, and their farms were smaller than average in both acres and sales.

Top States	%
Alaska	46
Georgia	33
Maine	33
Hawaii	32
Florida	31
Rhode Island	31
West Virginia	31
New Hampshire	31
Colorado	31

*As a percent of producers in the state, Alaska ranks first in beginning farmers.*

## **EXHIBIT C**

## Grain Marketing Education

### Learn about grain marketing and how to leverage farm management software

- [Intro to Grain Marketing](#)
- [Diversifying & Hedging](#)
- [Futures Contracts](#)
- [Option Contracts](#)
- [Cash Sales & Hedges](#)

### Introduction to Grain Marketing

Many farmers combat a volatile market and low prices by developing hedging strategies to mitigate risk. When it comes to developing a strategy there's no one answer that works for everyone. Use this page as a resource for learning more about basic marketing terms, and don't forget to consult your advisor when determining which strategies are best for your farm. Then, learn how to utilize FarmLogs as a farm management software program to track your grain marketing position and keep digital records for your farm.

[Watch: Introduction to Grain Marketing »](#)

[Read: Quick Tips for Successful Grain Marketing »](#)

### Understanding your cost of production

The first step towards creating an effective marketing plan is understanding your cost of production. Having a complete understanding of your production costs per acre helps you make better decisions about when to sell your crop. You can use FarmLogs' record keeping software to easily calculate your cost of production based on the farm activities you do throughout the season.

[Find your state's average cost of production »](#)

### Calculating your break-even price

Knowing your cost of production helps you calculate your break-even price, the price you need to sell your grain at to cover the costs of growing it.

[Read: Know Your Costs »](#)

### How are other farmers marketing their crops?

We surveyed over 1,000 U.S. growers to uncover trends in how U.S. farms plan, strategize, make grain marketing decisions and how farm management software plays a role in those decisions.

[Read: 2019 State of Grain Marketing Report »](#)

## Diversifying & Hedging

Growing your crop efficiently and producing great yields is only part of what it takes to keep your farm in business. The other part is making sure you sell your crops at a price that covers your costs and makes a profit. Diversifying your crop marketing plan is similar to having crop insurance: you want to protect the investment of capital, time, and hard work you put into growing your crop.

### What we can learn from historical corn prices

When looking at corn price trends year-over-year, we can see that prices are historically higher during the growing season and lower during harvest. It's estimated that two-thirds of farmers are selling in the bottom one-third of the market, meaning those selling their grain during harvest aren't taking advantage of higher prices available at other times in the year.

[Read: Corn Prices Over Time »](#)

### Hedging

Hedging is a great way to mitigate your risk of not selling at a price that's profitable to your operation. The idea behind hedging is that the cash market prices and futures market prices typically move up and down together, so you can lessen your risk of a loss in the cash market by taking an opposite position in the futures market. You can enter grain contracts in FarmLogs' farm management software to always have a view of your marketing position.

[Read: Why Hedge »](#)

[Read: Grain Marketing Strategies Decision Guide »](#)

### What are other farmers doing?

Dave S. is a 52 year old farmer who helps run his family's grain and livestock operation in Wisconsin. In this article, he addresses the challenges of successfully marketing a crop, and why diversifying his marketing plan was key to running a more profitable farm.

[Read: Diversifying Your Grain Marketing Plan »](#)

Randy S. farms corn, soybeans, and wheat on his 1500 acre farm in northeast South Dakota. In this article, he addresses how using technology has helped him put more focus on his marketing plan and ultimately make better marketing decisions.

[Read: Becoming a Better Crop Marketer »](#)

## Understanding Futures Contracts

A futures contract is an agreement to buy or sell a specific amount of a commodity at a set price. Futures contracts are created by and traded on the exchange.

Futures contracts are settled by an offsetting transaction or by delivery of the commodity. Delivery is uncommon, and accounts for approximately 2% of all traded agricultural commodities.

Futures contracts are sometimes referred to as "paper contracts" because the physical commodity isn't actually traded on the exchange. Rather, paper contracts representing those commodities are traded.

[Watch: Understanding Futures, Options, and Strategizing »](#)

[Watch: When to use futures, HTA, and forward contracts »](#)



**How is my cash price determined?**

The final price you get for your commodity, or the cash price, is a combination of the futures price plus basis.

**How is the futures price determined?**

The futures price is set on an exchange and determined by price discovery (global supply and demand).

**How is basis determined?**

Basis is the difference between the cash and futures price. Transportation costs, commodity availability, and other factors contribute to basis, which is why the price you see on the exchange is different from your local cash price.

A basis is "strengthened" when it improves the price you get for a commodity. A basis is "weakened" when it worsens the price you get for a commodity.

**Futures contract codes**

Futures contracts are references by codes that indicate the commodity and the month and year of the contract's expiration. Below, you'll see a list of contract month codes:

January = F  
February = G  
March = H  
April = J  
May = K  
June = M  
July = N  
August = Q  
September = U  
October = V  
November = X  
December = Z

**Example:** A corn futures contract that expires in December of 2019 would be CZ9.

**What is margin?**

If you're buying or selling futures on an exchange through a broker, you'll be required to deposit money with your broker. While there are minimum levels that the exchange has established, your broker's firm will determine the amount of money needed for deposit.

Margins are used to ensure the performance of your contract. If you have a short position and changes in the market causes the futures price to increase, you may be required to deposit more money, which is referred to as "margin call".

## Selling Futures

When you sell a futures contract (also called a "short futures" contract), you are agreeing to sell a set quantity of a commodity on a set date for a set price (keep in mind, these contracts are typically not held to expiration and therefore do not have a delivery obligation).

When you're ready to deliver your physical crop on the cash market to your local elevator, you would settle your futures position through an offsetting transaction (in this case, buying the same quantity of futures contracts as what you sold to open the position). This is referred to as "lifting your hedge".

Selling a futures contract allows you to essentially "lock in" the price you'll net for a percentage of your crop come harvest by offsetting a potential loss for a decline in the cash market price.

*Note: This process only pertains to selling futures through a broker on the exchange, not through an elevator on the cash market. [Go to the Cash Market Sales & Hedges section to learn more »](#)*

**Example:** It's June and you're a corn farmer with your crop in the ground. Right now, the cash price for corn delivered in November is \$4.00/bushel. Hedging a portion of your bushels by selling a futures contract would help you offset the risk of a cash price decline during harvest, as a decrease in the cash price results in a gain on your futures position. To keep this example simple, we're assuming a basis of \$0.00.

### **June (Dec Corn Futures at \$4.00)**

*Cash Market = sell cash Corn at \$4.00/bu*

*Futures Market = sell Dec Corn Futures at \$4.00/bu*

### **November (Dec Corn Futures at \$3.00)**

*Cash Market = sell cash Corn at \$3.00/bu*

*Futures Market = buy Dec Corn Futures at 3.00/bu*

### **Gain / Loss**

*Cash Market = \$1.00 loss*

*Futures Market = \$1.00 gain*

### **Net Sale Price**

*\$3.00 (from selling cash corn) + \$1.00 (from gain on futures) = \$4.00/bushel*

Even though you had a loss in the cash market, you offset that loss through your short hedge, making your net sale price \$4.00/bushel. If prices increased by \$1.00, you would still end up with a net sale price of \$4.00/bushel.

### **June (Dec Corn Futures at \$4.00)**

*Cash Market = sell cash Corn at \$4.00/bu*

*Futures Market = sell Dec Corn Futures at \$4.00/bu*

### **November (Dec Corn Futures at \$5.00)**

*Cash Market = sell cash Corn at \$5.00/bu*

*Futures Market = buy Dec Corn Futures at 5.00/bu*

### **Gain / Loss**

*Cash Market = \$1.00 gain*

*Futures Market = \$1.00 loss*

### **Net Sale Price**

*\$5.00 (from selling cash corn) - \$1.00 (from loss on futures) = \$4.00/bushel*

The main idea behind a short futures contract? Offset the risk of falling prices on the cash market by taking an equal but opposite position in the futures market. With this strategy, you'll have a better idea of the net price you'll get for your grain and can more easily make decisions about in-season expenses. You can enter futures contracts in the Marketing feature within FarmLogs' farm management software to keep digital records and always have your marketing position at your fingertips.

[Read: Short Futures Example Guide »](#)

## Buying Futures

Buying a futures contract is simply the opposite of selling a futures contract. When you buy a futures contract (also called a "long futures" contract) you are agreeing to buy a set quantity of a commodity on a set date for a fixed price if you hold the contract to expiration. Keep in mind, these contracts are typically not held to expiration and therefore do not have a delivery obligation.

Buying a futures contract increases your exposure to a commodity market. If the market moves higher, your long position will gain in value. If the market moves lower, your position will lose value.

## Understanding Options

An option is a contract with an expiration date that gives the contract holder the right, but not the obligation, to buy or sell a futures contract of the underlying commodity at a specific price.

There are two types of options: calls and puts. Call options give you the right to buy a futures contract of the underlying commodity. Put options give you the right to sell a futures contract of the underlying commodity.

Keep in mind, both calls and puts have buyers and sellers. Buyers are buying the right of an option, and sellers are selling the right. Option buyers must pay a premium to the option sellers to buy the option contract.

The difference between futures and options is the difference between "have to" versus "can". If you've entered into a futures contract, you *have to* sell or buy the underlying commodity for the set date and price. If you've entered into an option contract, you *can* sell or buy the commodity for the set price.

[Watch: When to Use Options \(Puts and Calls\) »](#)

## Strike price and premiums

The strike price (or exercise price) on an option is the price at which the option holder can buy or sell an underlying futures contract.

The option premium is what the buyer of the option pays and the seller receives to enter into the option contract.

## How are premiums determined?

Just like the price of the underlying commodity, option premiums are determined by buyers and sellers on the exchange. Time until expiration, the level of the strike price relative to the market, and the volatility of the underlying commodity are some of the main factors that contribute to premiums.

The premium of an option is determined by two of factors: the intrinsic value and the time.

The intrinsic value is how much the option is worth if it expired today. If the option has intrinsic value, then it is said to be "in the money". If the option doesn't have intrinsic value, it is said to be "out of the money". If the strike price is equal to the market price, the option is said to be "at the money".

Time value is determined by subtracting the intrinsic value from the option premium, and it also factors in risk. The time value of an option is greater when:

- you are further from expiration
- the strike price is closer to the market price

## Buying a call (long call)

Buying a call gives you the right, but not the obligation, to buy a commodity at a predetermined strike price. If the market goes above your strike price, you are "in the money" and will profit from the difference between the current futures price and the strike price, minus the premium you paid for the call.

If the market goes below your strike price, you are "out of the money", and your call would expire worthless. Your loss is limited to the premium you paid for the call.

**Example:** You are a soybean farmer and suspect that prices will go up, but want to sell your crop now to meet your cash flow needs. You buy a call, giving you the right to "re-own" your crop at today's market price. If the market rallies, you can buy beans at today's price and then sell them at the new, higher price. If the market stays flat or falls, you would not exercise the option, and end up with the price you sold your beans for on the cash market. In both instances, you lose the premium you paid to buy the call.

[Read: Long Call Example Guide »](#)

### **Selling a call (short call)**

When you sell a call, you are selling someone the right, but not the obligation, to buy a commodity from you. You collect a premium in exchange for capping your upside potential in a market rally. This is because when the market moves above the strike price the call you sold is "in the money" and in all likelihood will be exercised by the buyer of that call.

If the option is exercised, the strike price plus the premium you collect makes up the final price you receive for your crop.

### **Buying a put (long put)**

A put option gives you the right, but not the obligation, to sell a commodity at a predetermined strike price. If the market goes above your strike price, you are "out of the money" and your put would expire, worthless. You are free to market your crop at the current higher price, and your loss is limited to the premium you paid for the put.

If the market goes below your strike price, you are "in the money" and would exercise your option, selling your commodity at the higher strike price. Your loss is limited to the premium you paid.

**Example:** You are a corn farmer who likes the current market levels and wants to take risk off the table while leaving yourself open to participate in upside if there is a market rally. You buy a put, giving you the right to sell your crop at the strike price. If the market rallies, you let the option expire and are free to sell your corn at the market price. If the market falls, you would exercise your put and sell your corn at the strike price. In both instances, you lose the premium you paid to buy the call.

[Read: Long Put Example Guide »](#)

### **Exiting an option position**

There are three ways to exit an option position: offset, exercise, and expiration.

You can offset your option position by taking an equal yet opposite position. **Example:** If you sold a call, you would buy a call to close the position and be neutral to the market.

If the option has value at expiration, it will be exercised. If it does not, it will simply expire, and the only loss you'll incur will be the price of the option's premium.

If you are the holder of an option and choose to exercise, both you (the buyer) and the seller of that option will be assigned with a corresponding futures contract at the strike price. The only time a buyer would exercise an option is when it has intrinsic value (in the money). For a call, that means the market has moved above the strike price. For a put, that means the market has moved below the strike price.

## **Understanding Cash Sales & Hedges**

Cash contracts are used on the cash market (also called the physical market) and ultimately require physical delivery of a commodity. While these contracts won't require the seller to put up margin, there is often a per bushel fee charged by the buyer. You can enter cash sales and hedges in the Marketing feature within FarmLogs' farm management app to keep track of how much grain you've sold and the value of your contracts.

### **Forward cash sales/Cash contracts**

A forward cash sale, or cash contract, is an agreement to sell a specific amount of grain for a fixed price to a buyer in the cash market, delivered on a certain date in the future. Both the futures price and the basis are locked.

[Read: Cash Sale Example Guide »](#)

### **Futures only (FO)/Hedge-to-arrive (HTA) contracts**

A futures only (or hedge-to-arrive) contract allows you to lock in the futures price without having to set the basis. Before the contract expires, you will be required to set a basis. Some contracts also allow for flexible delivery, in which case you will also need to set the delivery location. There is usually a per bushel fee charged by the buyer (typically 2–3 cents) in exchange for using their hedge account.

Your final price will be the futures price determined in the contract plus or minus your basis upon delivery and any fees charged by the buyer.

[Read: Hedge-to-arrive example guide »](#)

### **Min/max contracts**

Min/max contracts allow you to set a ceiling and floor for the futures price, essentially predetermining a range for the futures price. Typically basis is not set at the time you enter into the contract, but is set at a later date. There is usually a per bushel fee charged by the buyer of around 2–3 cents.

If the market finishes above your ceiling, your final price will be the ceiling you set. If the market finishes below your floor, your final price will be the floor you set. If the market finishes in between your floor and ceiling, your final price will be the current market price. In each scenario, your final price will be adjusted by the fees charged by the buyer.

[Read: Min/Max example guide »](#)

### **Averager/equalizer contracts**

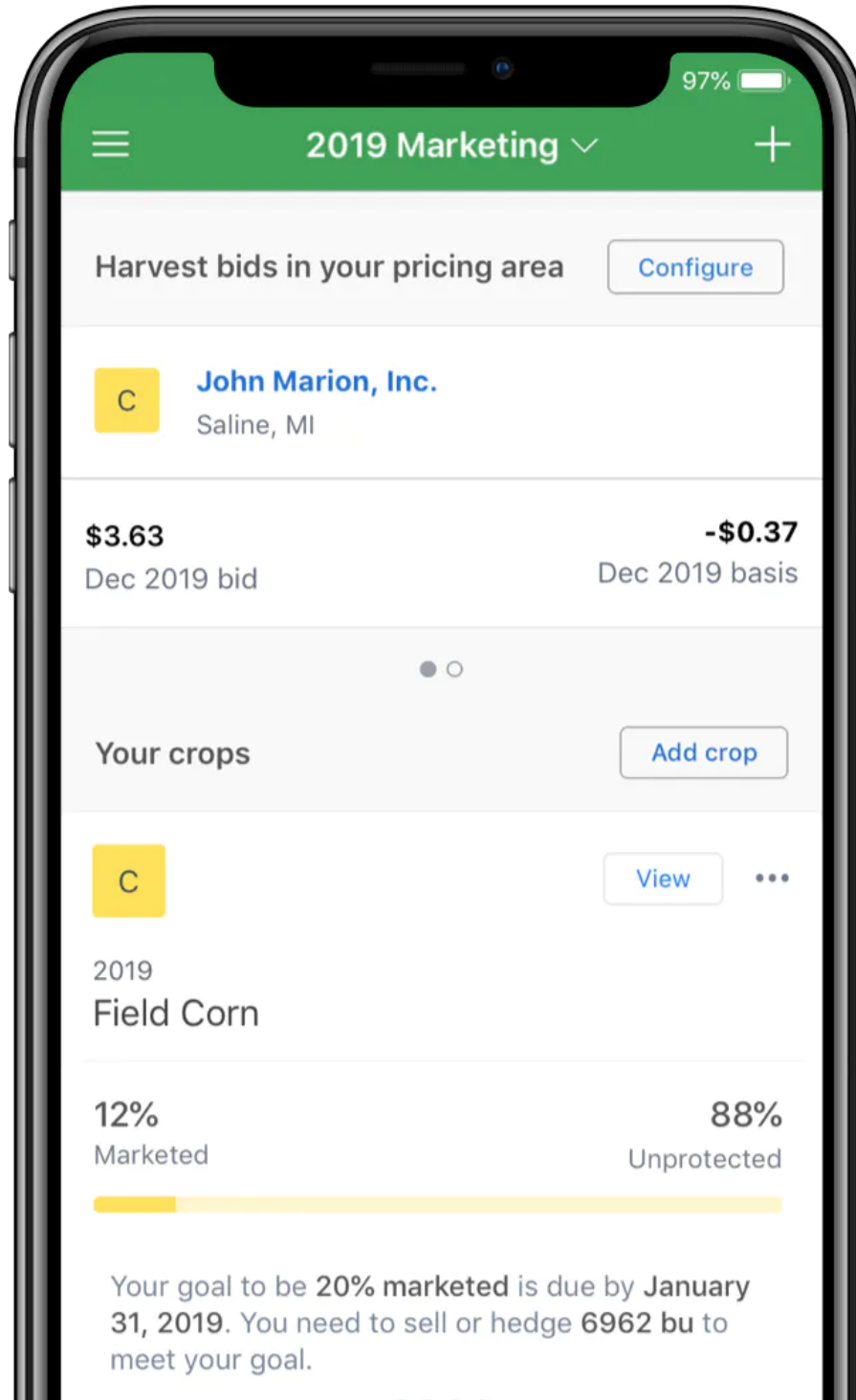
Averager (or equalizer) contracts allow you to price equal percentages of your crop at set intervals throughout a predetermined window of time. These contracts hedge the futures component of your cash price so you are free to manage basis separately. Basis will be set on or before delivery.

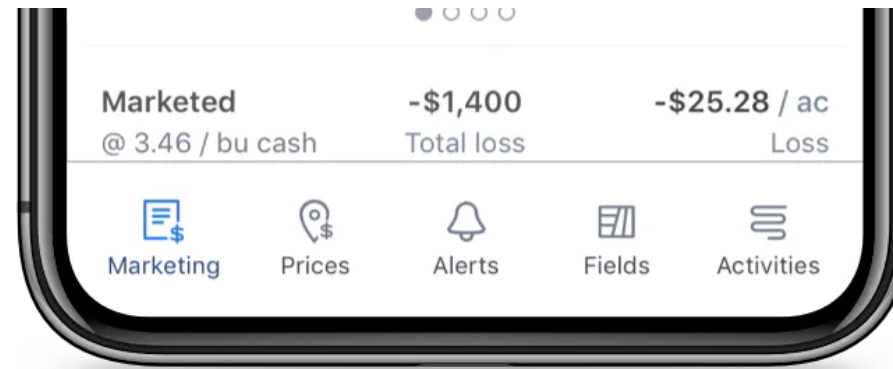
Your final price is an average of each sale made throughout the predetermined window, plus or minus the basis and any fees charged by the buyer.

### **Basis contracts**

Basis contracts allow you to lock in basis without having to set the futures price. The elevator will give you a deadline to set your futures price, at which point your basis contract will be converted to a cash contract.

Your final price will be the futures price determined in the contract plus or minus your basis and any fees charged by the buyer.





## FarmLogs Marketing

Included with a FarmLogs Complete subscription or available as an add-on.

Instantly see how the value of your crops are impacted by current futures prices, track your sales and profitability throughout the year, and set goals to help hold yourself accountable to your plan.

[Get started](#)

### REFERENCES & RESOURCES

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## **EXHIBIT D**

# GRAIN



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**CVA Grain Di-  
vision Video**

from **Central Valley Ag**

01:28



## Grain Overview

Some of the greatest irrigated grain production areas in the country surround our locations; which means that Central Valley Ag must provide the best facilities, products and services for our customers. Our success depends on you. CVA has strategically positioned itself on both

[Grain Landing Page Video](#) from [Central Valley Ag](#) on [Vimeo](#).

the Union Pacific (UP) and Burlington Northern Santa Fe (BNSF) railroad lines. These connections allow us to market grain to all major export, feeder and destination processor markets west of the Mississippi. CVA grain locations provide a combined capacity of over 86 million bushels, all licensed by the United States Department of Agriculture.

To better assist your grain marketing needs CVA Grain Specialists are in place to help you determine the best strategy for your operation.

If you have any questions for the CVA Grain Department, please call 402.362.8404.

## Cash Bids

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For White Corn and Specialty Grain Bids, please call our Specialty Grain Specialist at our CVA Kearney Office at 402-362-8487 or 308-224-3462.

**Cash Bids**

CPC-GOTHENBURG

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## Futures

### Market Snapshot

Select One ▾

Name	Contract	Last	Change	Open	High	Low	Time
Corn	May 2021	759-4s	+6-2	761-0	768-0	746-2	05/06/21
Corn	Jul 2021	718-6s	+10-2	709-4	722-4	705-4	05/06/21
Soybean	May 2021	1605-4s	+23-4	1590-4	1609-0	1589-6	05/06/21
Soybean	Jul 2021	1569-4s	+27-2	1547-0	1571-0	1543-0	05/06/21
Hard Red Wheat	May 2021	717-6s	+8-0	709-4	717-6	709-4	05/06/21
Hard Red Wheat	Jul 2021	726-6s	+9-6	719-6	729-6	709-2	05/06/21
Soybean Meal	May 2021	427.7s	+3.4	427.4	429.6	426.6	05/06/21

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# Price Later Program

CVA is proud to offer the Nebraska & Iowa Price Later Program. Click the button below to view the 2021 Price Later Program. Contact your local CVA elevator or CVA grain specialist for questions.

[2021 Price Later Program Details](#)

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Sell old or new crop corn or soybeans to a CVA facility at a premium and receive an agronomy credit towards qualifying agronomy services. Receive a **premium** on corn & soybeans and an agronomy **credit** by locking them in together. More information coming in 2021.



# Grain Team

Central Valley Ag Grain Specialists are the frontline grain buyers for the company who help customers find the best way to sell their grain. These individuals engage producers in everyday grain transactions, providing non-traditional contracting alternatives in addition to purchasing cash grain. Whether you are looking for a cash bid into your local elevator, a direct bid into a processor or a unique contract idea to offset risk, your CVA Grain Specialist is the local solution! Contact one of our professionals to get started today!

# Harvest Policies

Click below to view our current Harvest Policy. \*Note: This policy is subject to change without notice, a current policy will always be posted here and at our locations.

## NEBRASKA

[2020 Corn Harvest Policy](#)

[2020 Soybean Harvest Policy](#)

[2020 Sorghum Harvest Policy](#)

## KANSAS

[AgMark LLC. – Beloit KS](#)

## IOWA

[2020 Corn Harvest Policy](#)

[2020 Soybean Harvest Policy](#)



**Susan Bostwick**

Grain Specialist | Laurel, NE



**James Droscher**

Grain Specialist | Humphrey, NE



**Kari Ebel**

Grain Specialist | Royal, NE



**Alexa Goc**

Grain Specialist | Kearney, NE



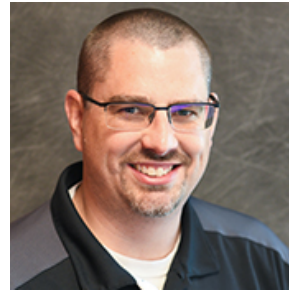
**Maxine Goelz**  
Grain Specialist | Shelby, NE



**Mandy Jackson**  
Grain Specialist | Polk, NE &  
Stromsburg, NE



**Doug Lewis**  
Grain Specialist | Tamora, NE



**Jason D. Meyer**  
Grain Specialist | Hinton, IA



**Caleb Pelster**  
Grain Specialist | Elgin, NE



**Thomas Ritzdorf**  
Grain Specialist | Bradshaw,  
NE



**Ross Schindler**  
Grain Specialist | Fullerton, NE  
& St. Edward, NE



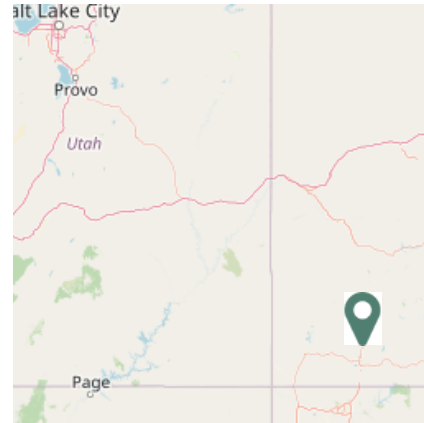
**Rachel Steffen**  
Grain Specialist | Laurel, NE



**Reed Stolpe**

# Grain Locations









## **EXHIBIT E**



Meaning of **professional** in English



# professional

adjective

US /prəˈfeʃ.ən.əl/ UK /prəˈfeʃ.ən.əl/



B2

**relating to work that needs special training or education:**

- *Chris, you're a nurse, so can I ask your professional **opinion** on bandaging ankles?*
- *Both doctors have been charged with professional **misconduct** (= bad or unacceptable behavior in their work).*

Compare

amateur adjective



B1 approving

**having the qualities that you connect with trained and skilled people, such as effectiveness, skill, organization, and seriousness of manner:**

- *It would look more professional if the letter was typed.*
- *She always looks very professional in her smart suits.*
- *You've done a very professional job stripping that floor!*



B1

**used to describe someone who does a job that people usually do as a hobby:**

Contents

To top



**having the type of job that is respected because it involves a high level of education and training:**

- *Room for rent in shared house - would suit professional person.*
- *a bar full of young professional types in suits*

**— More examples**

- *We're engaging the services of a professional administrator.*
- *He's one of the highest-earning professional golfers in the world.*
- *These two books will be especially useful for editors, journalists, and other professional users of the language.*
- *He was an amateur singer until the age of 40, when he turned professional.*
- *This was her final professional match, and she wanted to end her career in a blaze of glory.*

**+ SMART Vocabulary: related words and phrases**

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# professional

*noun* [ C ]

US /prəˈfeʃ.ən.əl/ UK /prəˈfeʃ.ən.əl/



C1

**a person who has the type of job that needs a high level of education and training:**





## Compare

amateur adjective

informal

**someone who has worked hard in the same type of job for a long time and has become skilled at dealing with any problem that might happen:**

- *I thought the whole meeting was going to fall apart but you rescued it like a true professional!*
- *the consummate professional*

B2

**a person who does a job that people usually do as a hobby:**

- *He's only been playing football as a professional for two years.*

**a person who plays a sport, especially a golf or tennis player, who is employed by a club to train its members in a particular sport**

+ More examples

+ SMART Vocabulary: related words and phrases

(Definition of **professional** from the [Cambridge Advanced Learner's Dictionary & Thesaurus](#) © Cambridge University Press)

professional | INTERMEDIATE ENGLISH

# professional

noun [ C ]

US /prəˈfeʃ·ə·nəl/

**a person who has a job that needs skill, education, or training:**



# professional

**adjective**

US /prəˈfeʃ·ə·nəl/

---

**done as a job, or relating to a skilled type of work:**

- *a professional athlete*
- *professional sports*
- *He spent his professional career at the University of Pennsylvania.*

---

**Professional also means having the qualities of skilled and educated people, such as effectiveness and seriousness of manner:**

- *Wearing jeans to work is not looked upon as being professional.*

## professionally

**adverb** US /prəˈfeʃ·ə·nəl·i/

- *I always wanted to sing professionally.*

---

*(Definition of **professional** from the [Cambridge Academic Content Dictionary](#) © Cambridge University Press)*

professional | BUSINESS ENGLISH

# professional

**adjective**

UK /prəˈfeʃənəl/ US



**related to work that needs a high level of education or special training:**

- **professional advice/judgments/opinions** *You should seek professional advice before doing this.*
- **a professional background/career/life** *She has spent the bulk of her professional life working in the public sector.*
- **professional experience/qualifications/training** *The importance of professional qualifications varies enormously between different industries.*
- **a professional association/body/organization**
- **professional services/skills/standards**



**having the type of job that is respected because it involves a high level of education and training:**

- *Many of those who want to rent are single, **professional people** who do not want to share.*



**having the qualities that you connect with trained people, such as being organized and showing a high standard of work:**

- *It would look more professional if the letter were typed.*
- *He has behaved **in a very professional way**.*
- **a professional environment/relationship**





- **professional accountability/conduct/misconduct** *He is now facing charges of serious professional misconduct.*

---

(also informal **pro**)

**doing an activity or a job to earn money, rather than as a hobby:**

- *a professional athlete*
- *pro football/sports*

**Compare**

amateur *adjective*



---

# professional

*noun* [ C ]

UK /prəˈfeʃənəl/ US

(informal **pro**)

---

**a person who has the type of job that needs a high level of education and special training:**

- *It's important to gather a **team of professionals** such as a lawyer, an accountant, and a financial planner to help draw up a plan.*
- ***health/health care/medical professionals***
- ***IT/finance/marketing professionals***
- ***dedicated/skilled/trained professionals***





---

**someone who has worked hard in the same type of job for a long time, and has a lot of skill and knowledge:**

- *a true/consummate professional*
- *He's a real pro.*
- *If you have a large amount of money to invest, it's better to leave it to the pros.*

---

**someone who does an activity or a job to earn money, rather than as a hobby:**

- *This will be his first game as a professional.*

#### Compare

[amateur](#) adjective

#### See also

[health professional](#)

---

(Definition of **professional** from the [Cambridge Business English Dictionary](#) © Cambridge University Press)

EXAMPLES of **professional**





As is true of other professionals, some teachers are better than others.

From [New York Times](#)



The program offers grants for students, scholars and professionals.

From [Voice of America](#)



### More examples

These examples are from corpora and from sources on the web. Any opinions in the examples do not represent the opinion of the Cambridge Dictionary editors or of Cambridge University Press or its licensors.

### Translations of **professional**

in Chinese (Traditional)

職業的, 專業的, 非常內行的...

[See more](#)

in Chinese (Simplified)

职业的, 专业的, 非常内行的...

[See more](#)

in Spanish

**profesional, profesional [masculine-feminine, singular]...**

[See more](#)

in Portuguese

**profissional...**

[See more](#)

in more languages



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What is the pronunciation of *professional*? >

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- [professed](#)
- [professing](#)
- [profession](#)
- professional**
- [professional advice](#)
- [professional development](#)
- [professional foul](#)
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**- All**

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- [health professional](#)
- [professional advice](#)
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- [professional help](#)
- [professional school](#) BETA
- [semi-professional](#)

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**+ Idioms**





WORD OF THE DAY

# current affairs

political news about events happening now

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## **EXHIBIT F**

# Professional

---

A **professional** is a member of a profession or any person who earns a living from a specified professional activity. The term also describes the standards of education and training that prepare members of the profession with the particular knowledge and skills necessary to perform their specific role within that profession. In addition, most professionals are subject to strict codes of conduct, enshrining rigorous ethical and moral obligations.<sup>[1]</sup> Professional standards of practice and ethics for a particular field are typically agreed upon and maintained through widely recognized professional associations, such as the IEEE.<sup>[2]</sup> Some definitions of "professional" limit this term to those professions that serve some important aspect of public interest<sup>[3]</sup> and the general good of society.<sup>[4][5]</sup>

In some cultures, the term is used as shorthand to describe a particular social stratum of well-educated workers who enjoy considerable work autonomy and who are commonly engaged in creative and intellectually challenging work.<sup>[6][7][8][9]</sup>



Doctor explains x-ray to patient

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[Theory](#)

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[See also](#)

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## Trades

---

In narrow usage, not all expertise is considered a profession. Occupations such as skilled construction and maintenance work are more generally thought of as trades or crafts. The completion of an apprenticeship is generally associated with skilled labour, or trades such as carpenter, electrician, mason, painter, plumber and other similar occupations.

## Theory

---

Although professional training appears to be ideologically neutral, it may be biased towards those with higher class backgrounds and a formal education. In his 2000 book, *Disciplined Minds: A Critical Look at Salaried Professionals and the Soul-Battering System that Shapes Their Lives*, Jeff Schmidt observes that qualified professionals are less creative and diverse in their opinions and habits than non-professionals, which he attributes to the subtle indoctrination and filtering which accompanies the process of professional training. His evidence is both qualitative and quantitative, including professional examinations, industry statistics and personal accounts of trainees and professionals.<sup>[10]</sup>

A key theoretical dispute arises from the observation that established professions (e.g. lawyers, medical doctors, architects, civil engineers, surveyors) are subject to strict codes of conduct. Some have thus argued that these codes of conduct, agreed upon and maintained through widely recognized professional associations, are a key element of what constitutes any profession.<sup>[11]</sup> Others have argued that strict codes of conduct and the professional associations that maintain them are merely a

consequence of 'successful' professionalization, rather than an intrinsic element of the definition of professional(ism); this implies that a profession arises from the alignment between a shared purpose (connected to a 'greater good'), a body of knowledge, actual behavior in terms of actions and decisions, and expectations held by societal stakeholders.<sup>[12]</sup>

## Etymology

The etymology and historical meaning of the term professional is from Middle English, from *profes*, adjective, having professed one's vows, from Anglo-French, from Late Latin *professus*, from Latin, past participle of *profitēri* to profess, confess, from pro- before + *fatēri* to acknowledge; in other senses, from Latin *professus*, past participle. Thus, as people became more and more specialized in their trade, they began to 'profess' their skill to others, and 'vow' to perform their trade to the highest known standard. With a reputation to uphold, trusted workers of a society who have a specific trade are considered professionals. Ironically, the usage of the word 'profess' declined from the late 1800s to the 1950s, just as the term 'professional' was gaining popularity from 1900–2010.<sup>[13][14]</sup> Notably, in American English the rise in popularity of the term 'professional' started at the beginning of the 20th century<sup>[15]</sup> whereas in British English it started in the 1930s and grew fastest in the 1960s and 70s.<sup>[16]</sup>

## See also

- Amateur
- Centre for the Study of Professions
- Organizational culture
- Professional boundaries
- Professional services
- Professional sports
- Semi-professional

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