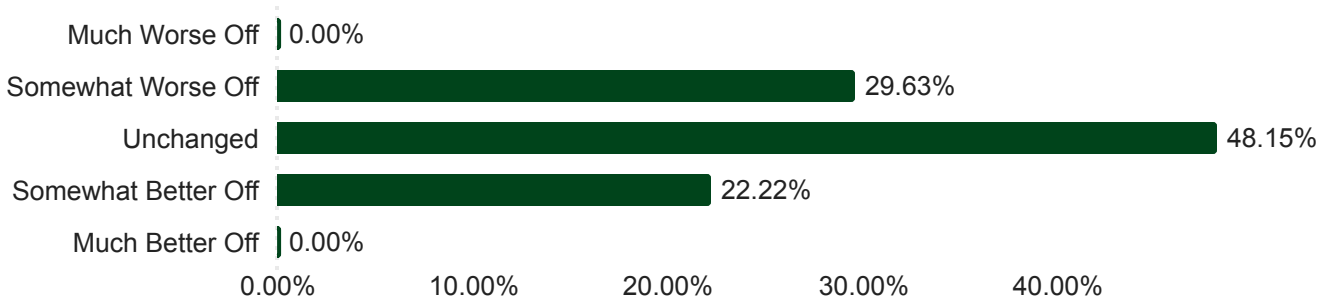


January 2026

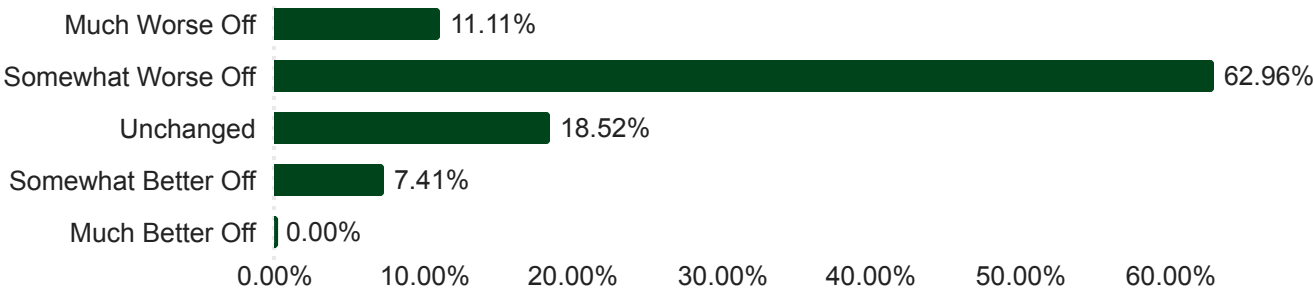
1. I would be interested in interview opportunities with Farm Journal to discuss highlights from the Monthly Monitor survey:



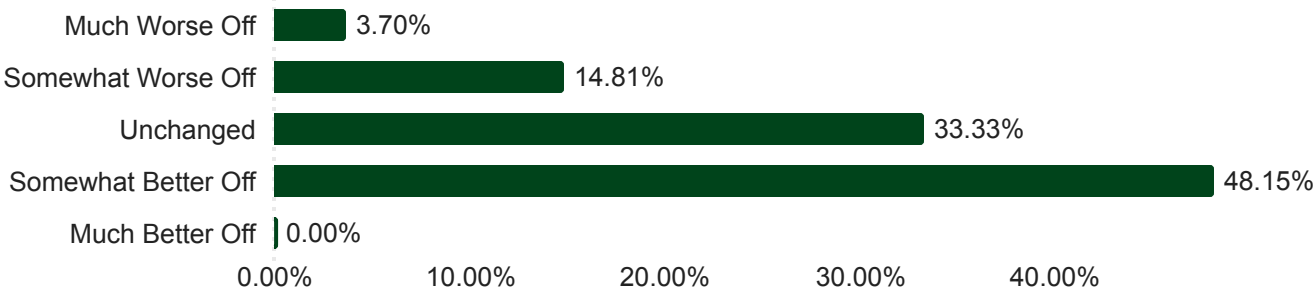
2. Consider the current state of the U.S. agricultural economy. Please indicate how it compares to one month ago. Select one.



3. Consider the current state of the U.S. agricultural economy. Please indicate how it compares to one year ago. Select one.



4. Consider your expected state of the U.S. agricultural economy in 12 months. Please indicate how it compares to today. Select one.



5. What are the two most important factors driving agriculture's economic health today?

What are the two most important factors driving agriculture's economic health today?

Uncertainty around trade and input costs.

Low international demand for row crops.

Tight Supplies of beef cattle.

Continued strength in the cattle business and that the world is awash in corn, wheat and soybeans.

Demand and demand

Continued higher prices for animal proteins.

Deteriorating working capital, particularly in row crop operations.

Breakeven costs above market prices, demand uncertainty on multiple fronts (trade and domestic biofuels policy)

Negative - High Input Costs

Biofuels policy for corn, tight or non-existent margins for most row crops

policy uncertainty hurting export demand and biofuels demand

cattle receipts providing lucrative returns but with uncertain future prospects

Global surpluses and trade policy

Persistent high input costs

Uncertainty regarding trade, particularly trade with China

Output prices and regulation-driven labor and materials costs. Prospects for huge subsidies!

Cost-price margins: Agriculture's economic health is being driven first by whether commodity prices are high enough to cover still-elevated input, labor and operating costs, determining whether farms generate positive operating income or absorb losses.

Interest rates and capital costs: As sticky interest costs increase expenses on operating loans, land and equipment financing, raising break-even production costs and tightening cash flow across farm operations. Most ad hoc aid is being used to pay down debt not invest in the business.

High input prices

Low commodity prices

Markets and Trade

Access to operating loans and the amount of debt producers are carrying from the previous two years of down revenue.

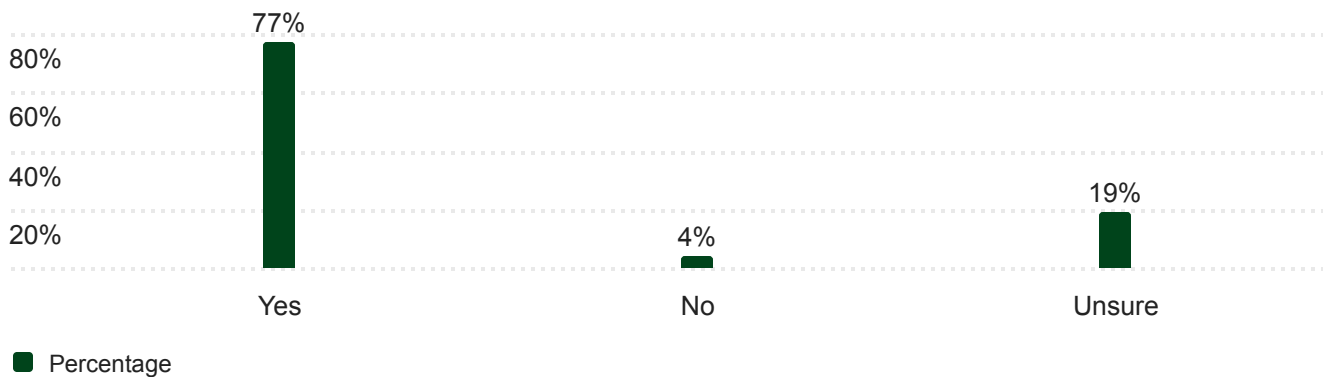
1. Policy (trade and biofuel) uncertainty. 2. Margin erosion (low price compared to high inputs).

Excess supplies of grain and weak soybean export demand - both leading to lower prices

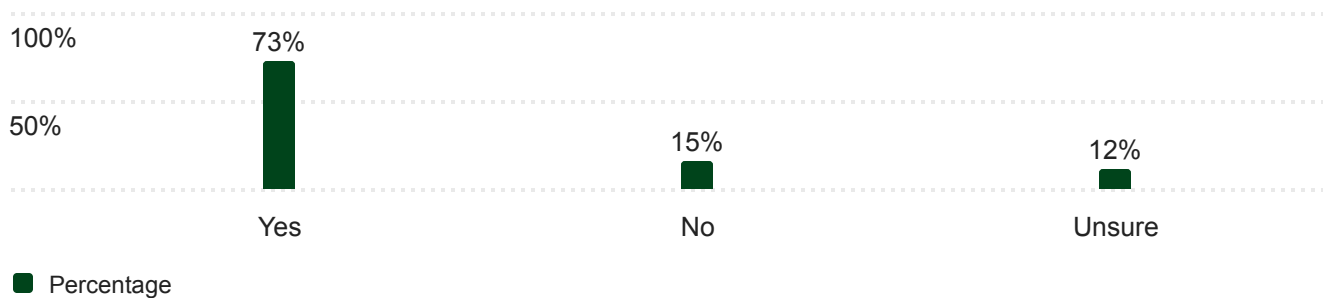
US Livestock Sector Profits
Biofuels Policy Decisions

Commodity prices
Ad hoc government assistance

6. Is the crops sector of agriculture currently in a recession?



7. Does the current environment of low commodity prices and high input costs accelerate consolidation in row crop operations and allied industries?



8. Do producers have the business skills and mindset necessary to navigate the economic challenges coming in 2026?



8a. What made you say no?

What made you say no?

Emotional attachment to their production

Many producers are unsure of their cost of production and managing each parcel as a business unit.

We have many lenders tell us so

I could have gone either way with this question. I feel many producers will make it through but at the same time, many may throw in the towel. I feel this is the first test for many young producers and more tools/will to succeed are always better.

The vast majority still do not consider themselves business people. They consider themselves producers. That mindset alone changes the dynamic from trying to produce the most product to making strong business decisions that might actually mean producing less.

8b. What skills do producers lack to navigate the modern economy?

What skills do producers lack to navigate the modern economy?

Objectivity

Focusing on the most important economic indicators and factors that will really drive higher, flat, or lower profits.

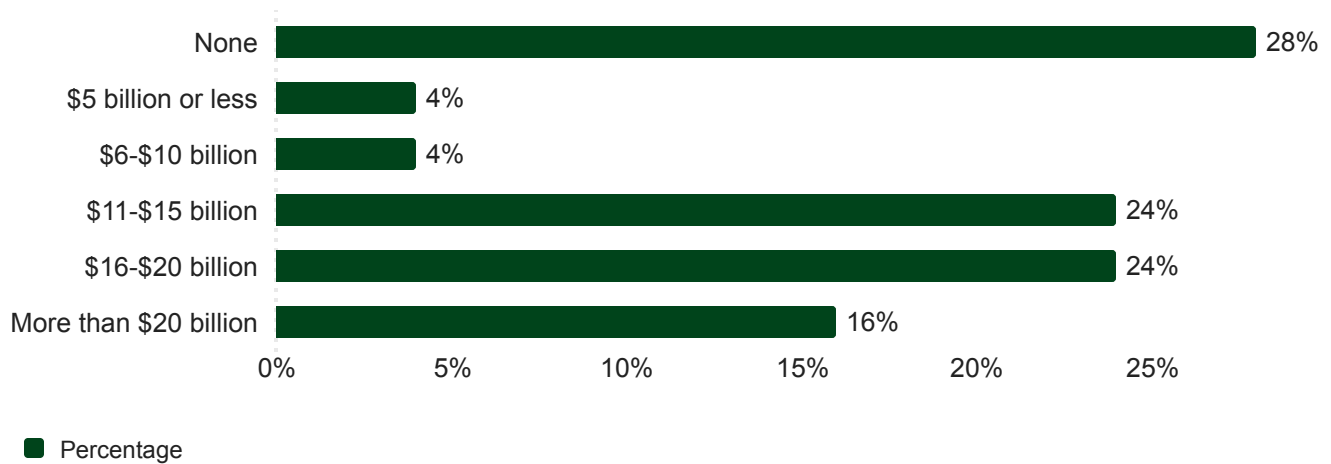
financial and marketing

The complexity of marketing, crop insurance, and farm programs is too much for many to understand.

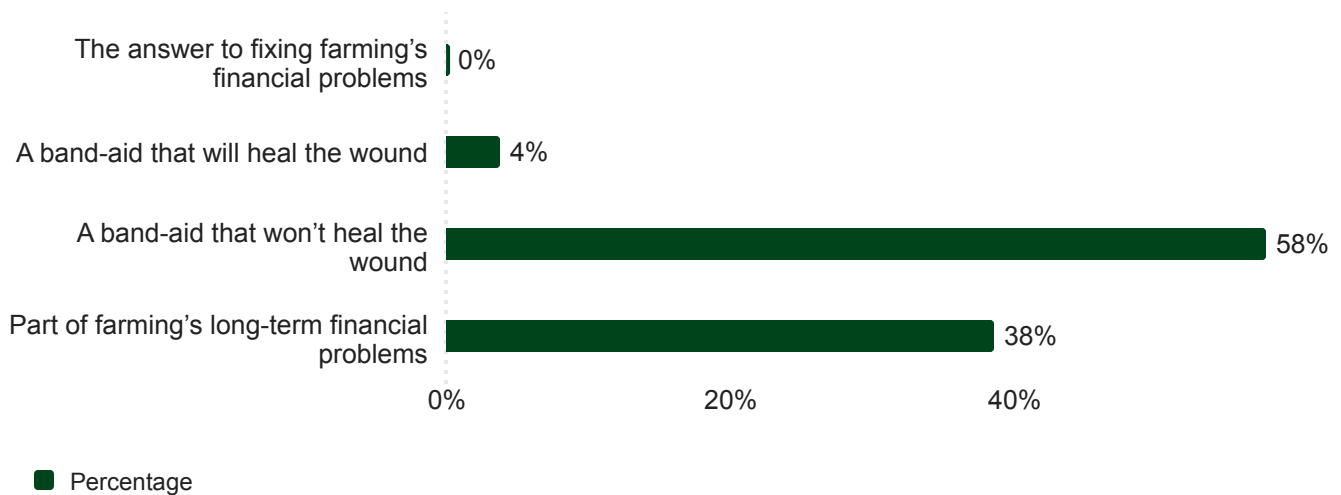
Everyone is lacking in something. While many producers have strengths and weaknesses, an operation very rarely has all of the tools in the toolbox.

- Financial analysis acumen
- Record keeping
- Marketing
- Strategic planning (just having a plan is not enough)

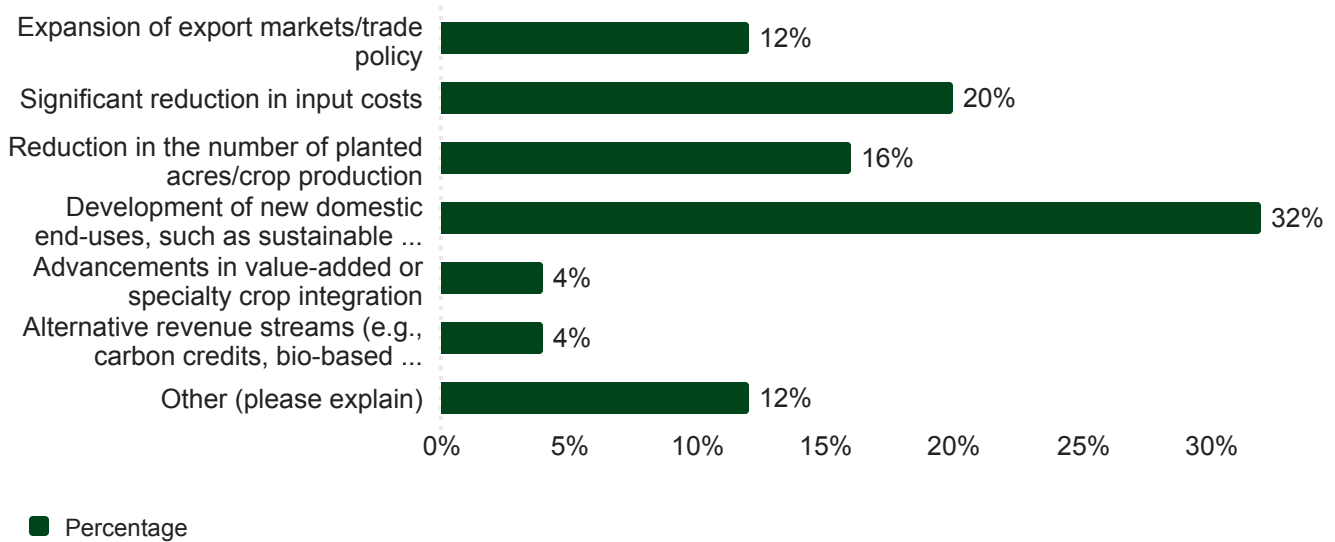
9. How much additional federal aid will be needed in 2026 to help stabilize the ag economy?



Q10 - Ad hoc farm payments are:



11. Which single catalyst would most effectively transition the U.S. row crop sector from a reliance on government support to sustained market-driven profitability? - Selected Choice



11a. Other (please explain) - Text

Other (please explain) - Text

Export expansion with a weaker dollar and lower regulation-driven farm costs

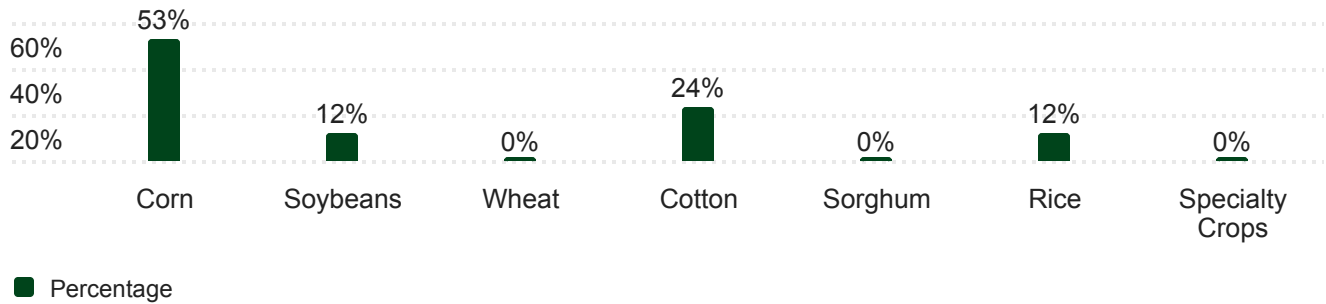
i believe that if prices remain relatively weak through the summer, this administration will see supply controls as the "easy button" - a way to support farm income and save \$\$ - a short-term solution with terrible long-term consequences

These are all part of the solution. Some can be short term (trade) while others will take long-term (domestic uses).

12. Will government policy influence acreage decisions in 2026?



12a. Which crop does government policy favor?



13. What percentage of swing acres do you see going to non-traditional, regener...

Field	Min	Max	Mean	Standard Deviation	Variance	Responses	Sum
Cattle integration	0.00	100.00	19.58	23.08	532.55	26	509.00
Solar	0.00	70.00	13.62	15.55	241.85	26	354.00
Wind	0.00	15.00	5.27	4.87	23.74	26	137.00
Wildlife/pollinator habitat	0.00	50.00	10.77	11.43	130.56	26	280.00
Perennial crops	0.00	65.00	20.04	19.54	381.65	26	521.00
Agroforestry	0.00	40.00	6.65	8.42	70.84	26	173.00
Leave land fallow	0.00	86.00	24.08	22.54	507.92	26	626.00

13a. Is there anything else you would add that is not on the list above?

Is there anything else you would add that is not on the list above?

CRP and any new NRCS conservation programs and terms will likely dictate a large share of transition out of agriculture use. I suspect farmers will move to those more quickly than the other options because it's a clear process to monetize acres and can count on the payments.

the swing acres are very small, so percentages of of swing acres are also very small acreage impacts

Water Driven Idling (more specific subset of voluntary fallow)

Found this hard to answer. It is hard to determine, but I am also not sure what the definition of swing acres is. Additionally, it is hard without a time frame. For example, I don't see 5% of land going to solar next year, but in the longterm it may be a possibility. This could also occur on higher tier ground etc.

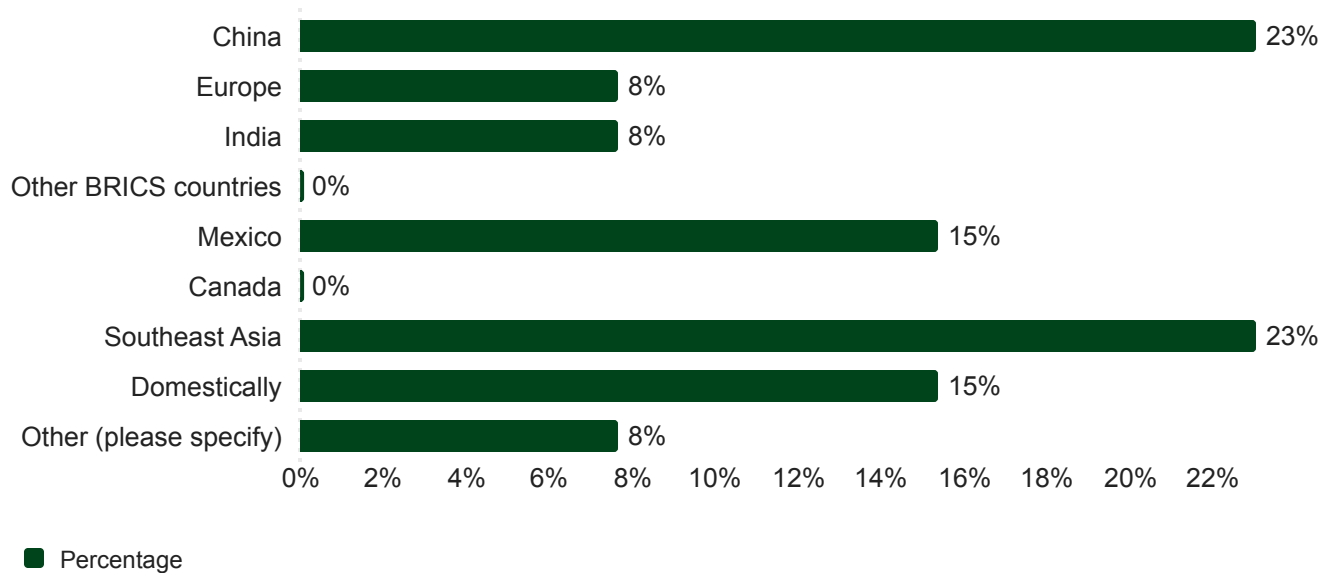
I don't understand the question

Poor question doesn't make a lot of sense

I would leave this blank if possible. I don't have a good answer.

I'm not sure we will see many marginal acres shift out of traditional crops given the crop insurance changes.

14. The biggest trade opportunities for new revenue for producers in 2026 will be with: - Selected Choice



14a. Other (please specify) - Text

Other (please specify) - Text

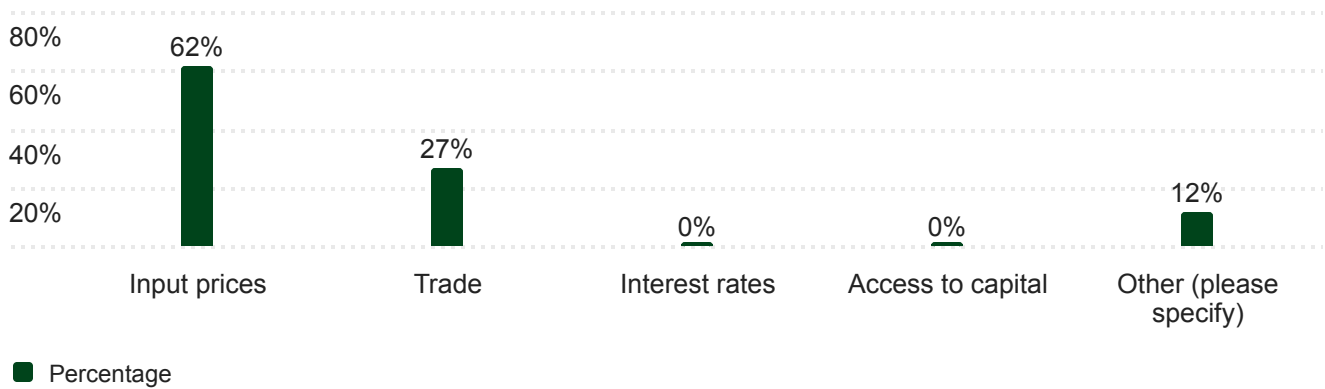
Africa

Latin America including Mexico (for crops)

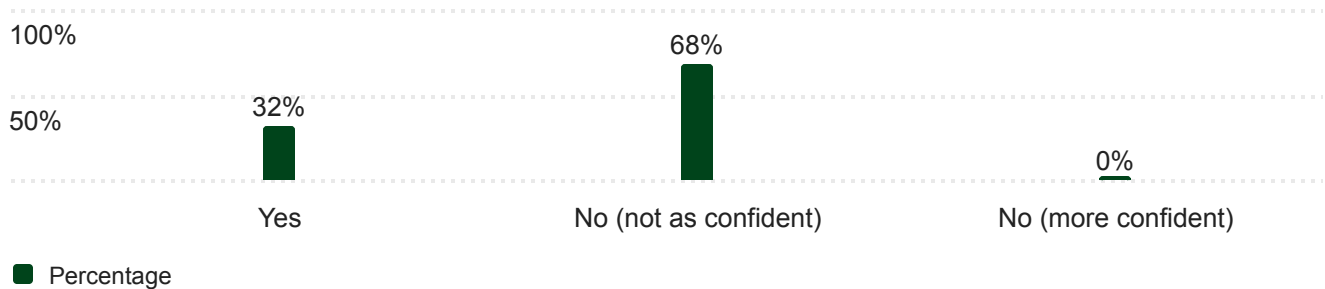
15. Which of these biofuel policies would you rank as having the greatest poten...

Field	Min	Max	Mean	Standard Deviation	Variance	Responses	Sum
E15	1.00	4.00	2.28	1.04	1.09	18	41.00
45Z	1.00	4.00	2.44	0.83	0.69	18	44.00
Max out RVOs	1.00	4.00	2.06	1.08	1.16	18	37.00
SAF	1.00	4.00	3.22	1.13	1.28	18	58.00

16. What is the biggest hurdle to profitability in 2026?



17. I am as confident in the USDA's data in 2026 as I have ever been.



17a. What should producers change in their strategy because of this?

What should producers change in their strategy because of this?

Know their cost of production and lock in prices when they're in the market. Don't speculate based on trader guidance unless you're okay losing the money.

I'm less confident in USDA data, but it is still the envy of the world and what the market will trade. Don't fight it, but base decisions on it.

producers need to manage their risk exposure - if they are susceptible to shocks in market reports, it is because they were not doing a thorough job managing risk

Market defensively

Alternative use for less productive land

Nothing. There are other sources that farmers already use.

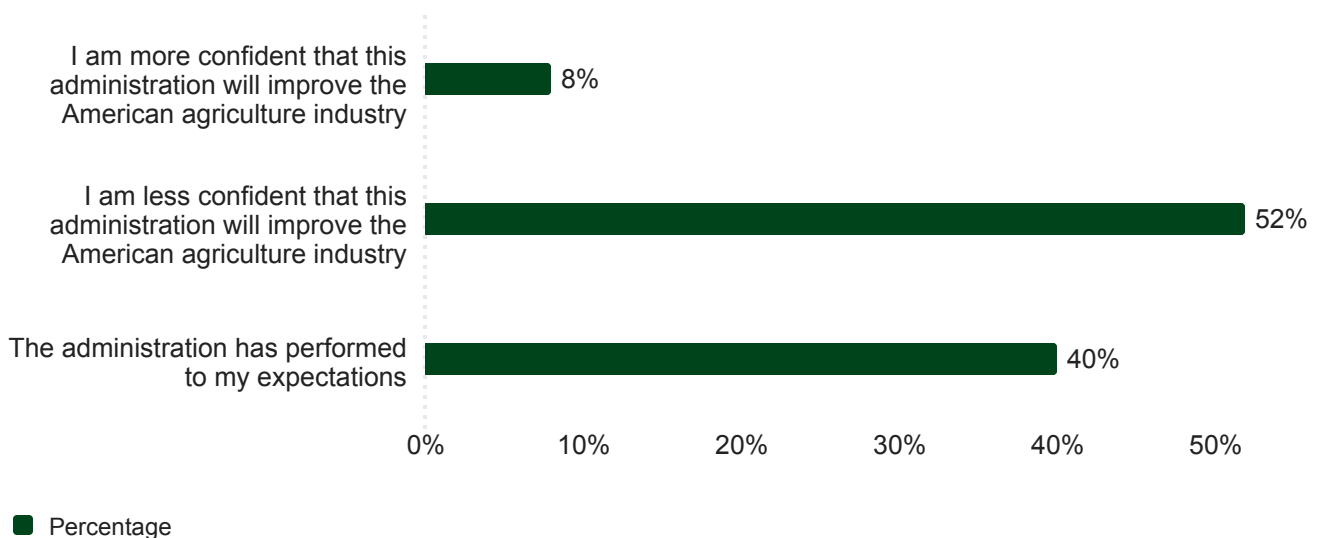
Actually complete USDA surveys so NASS doesn't have to extrapolate.

Nothing. The USDA is the best source of data we have. While I do not know if things will change moving forward, everyone trades the USDA data. Producers still have the same data as everyone else and traditional marketing rules still apply.

Add discipline to marketing plans. Lock in profits when available instead of trying to anticipate how "next month's WASDE" will change the price outlook.

Identify other low-cost sources of reliable information.
Recognize greater level of uncertainty about market conditions and prospects.

18. One year into the Trump administration...



19. What can a producer do to be successful in 2026?

What can a producer do to be successful in 2026?

I believe the key to profitability in 2026 lies in driving input costs down, maybe a shift from maximizing inputs to achieve maximum yields to more of a mindset of optimization to achieve the best financial outcome.

For crops, know your cost of production and working capital needs. Keep those updated and communicate frequently with the bank on where you are and what you're expecting. For livestock, continue to take opportunities in the market but avoid overshooting on big capital investments - the market eventually returns to long-run averages and you don't want to be over-levered or too cash-needy to keep the business running.

Prudent financial management, consistent marketing strategies, delay capital purchases, active agronomic management

Be margin focused as a business, seeking to minimize losses to live for another day.

If they haven't already secured inputs, now is a good year to shop around for lower prices.

Manage things within their control and position their operation to be able to handle the things outside of their control

Diversify their revenue streams

Find alternative, creative ways to cut costs, focus on high productivity land

minimize losses and make sure to be eligible for maximum government payments.

Distance from business as usual. Competing solely at the mercy of global commodity prices is getting harder, so farms that make it through 2026 will likely be the ones building steadier income streams alongside core production- diversifying the operation, adding revenue like custom work or services, and looking for ways to capture value where markets still have gaps. The goal is to create something that pays you for more than just producing another bushel or pound in an already crowded, homogenous commodity market.

Cut cost. Pray for rain and good yields.

Cutting costs where possible and making sure crops are sold at near break-even is the target. I do not think profitability is the goal in the current situation, but lower standards which focus on covering costs and surviving until row crop complex turns around.

Use ECO/SCO insurance buy-ups to significantly reduce risk, lock in profits when available and maintain pricing flexibility with futures and/or options.

Market grain with "breaking even" as a goal

Reduce costs when appropriate and avoid capital expenditure unless cash is in hand

The usual--find ways to maximize net returns, both by making efficient production decisions and by taking advantage of market opportunities.

Strategic planning and managing strategic risk should be high priorities.

Minimize risk

Continue to build partnerships and identify the strategic direction of their farm.