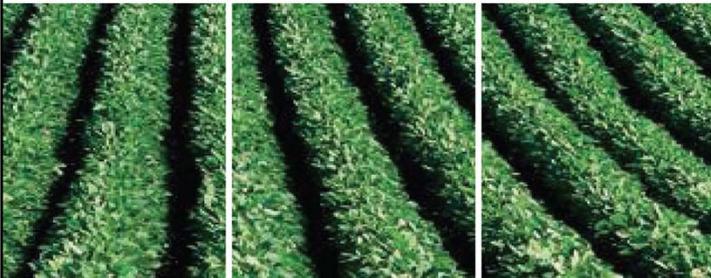


A collage of three agricultural images: a close-up of green soybean pods on the left, a yellow combine harvester in a field in the center, and a green field with rows of crops on the right.

CHARTING YOUR COURSE TO PROFITS
A Systemic Change In Agriculture
Chicago IL. *January 23, 2015*

A collage of three images showing rows of green crops in a field, viewed from an elevated perspective.

Gulke
GROUP

Jerry Gulke
141 W. Jackson Blvd
Suite 1201A
Chicago, IL 60604

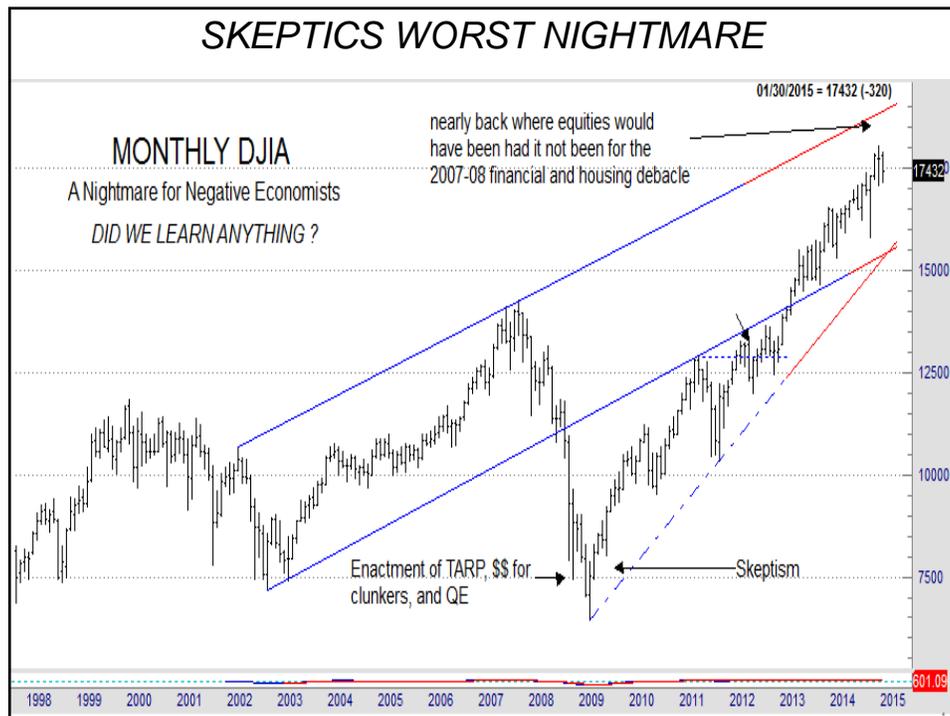
Cell: 815-721-4705
web: www.gulkegroup.com
e-mail: info@gulkegroup.com

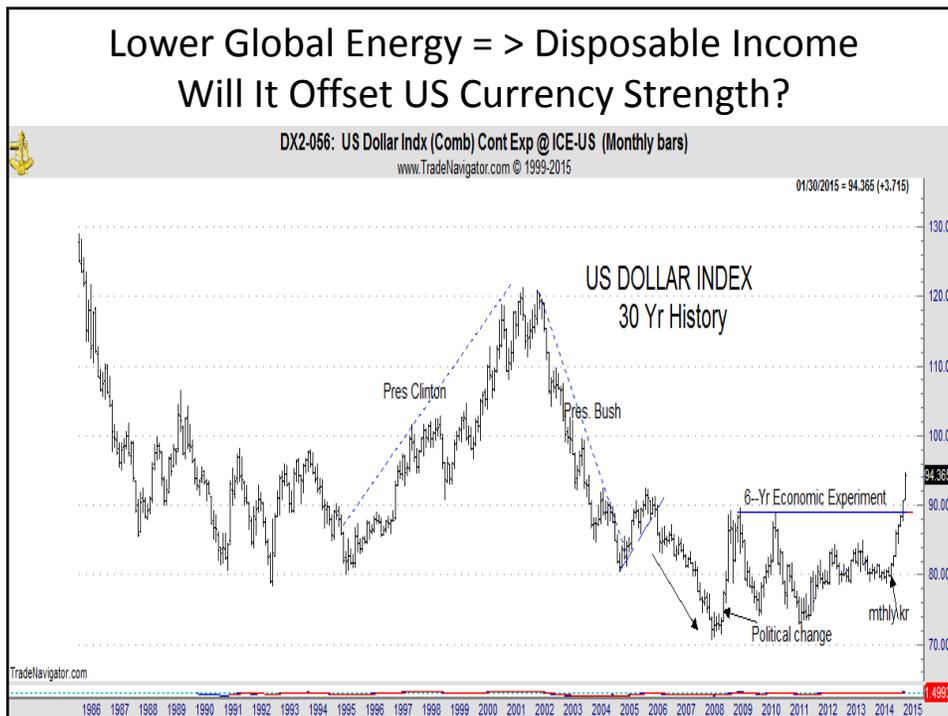
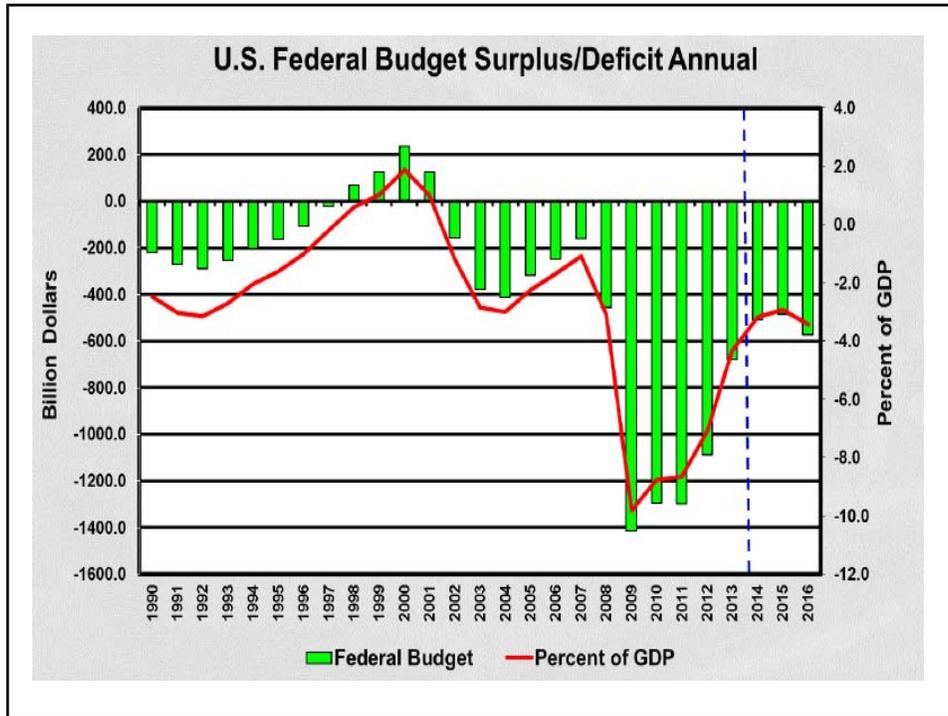
TP Conference Specials

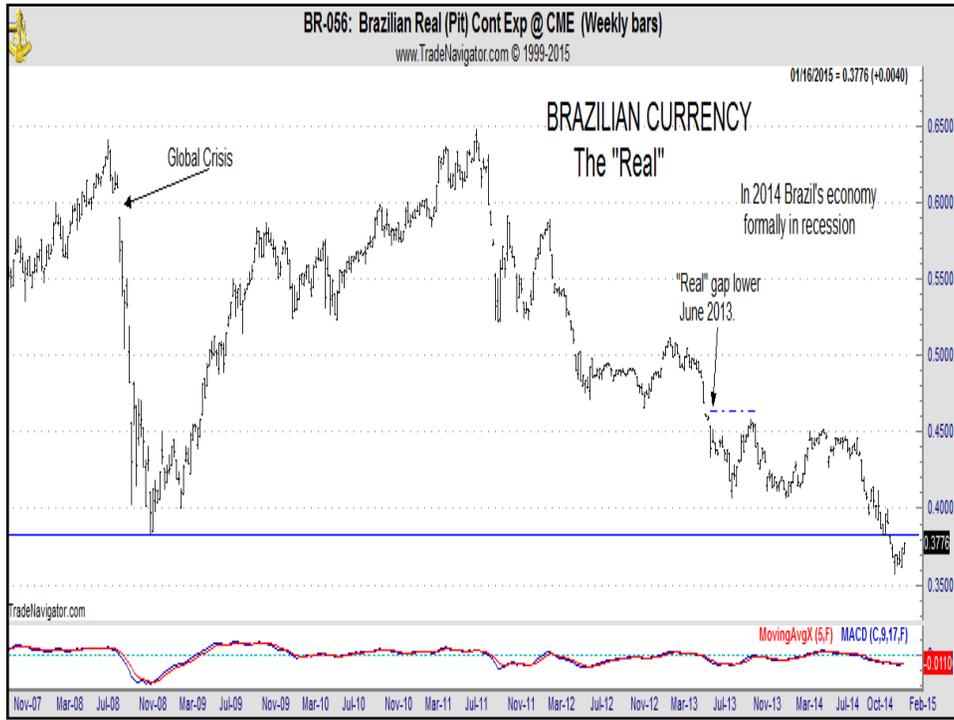
- 30 Day Trial: Daily w/phone updates
- New Gulke Group Trading Platform
- Stop By Our Booth –see Jamie & Jeff
- *“Technical Analysis –Fundamentally Easy”*–
- Insurance Questions—*“Price Flex”*
- *Jan 12 report analysis, planted acres final*

Rocky Bleier

- Winners; confidence, intelligence, will to succeed, know ur strengths weakness, understand the game u are in i.e. understand fundamental and technical as aspects of markets.
- Know from whence ur intelligence comes. Earn honest living? Respect for ur vocation. What does advisor (he/she) think of u as a farmer are there biased quirks--- Cynical? Skeptic... What is the perspective ?



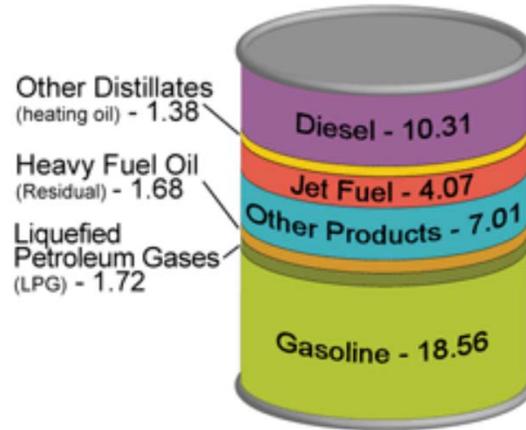


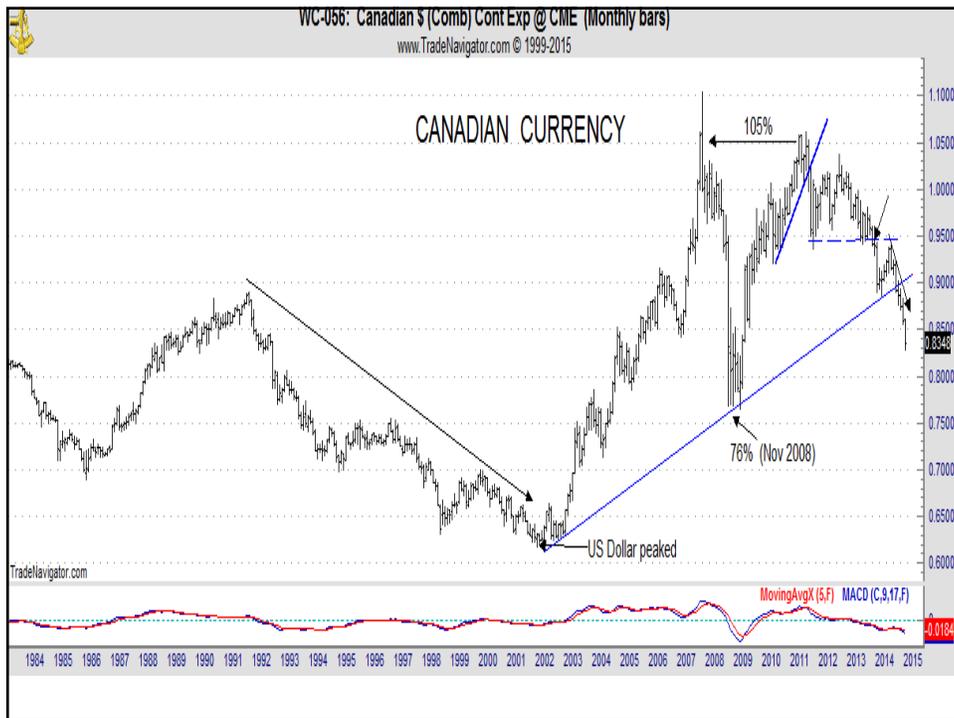
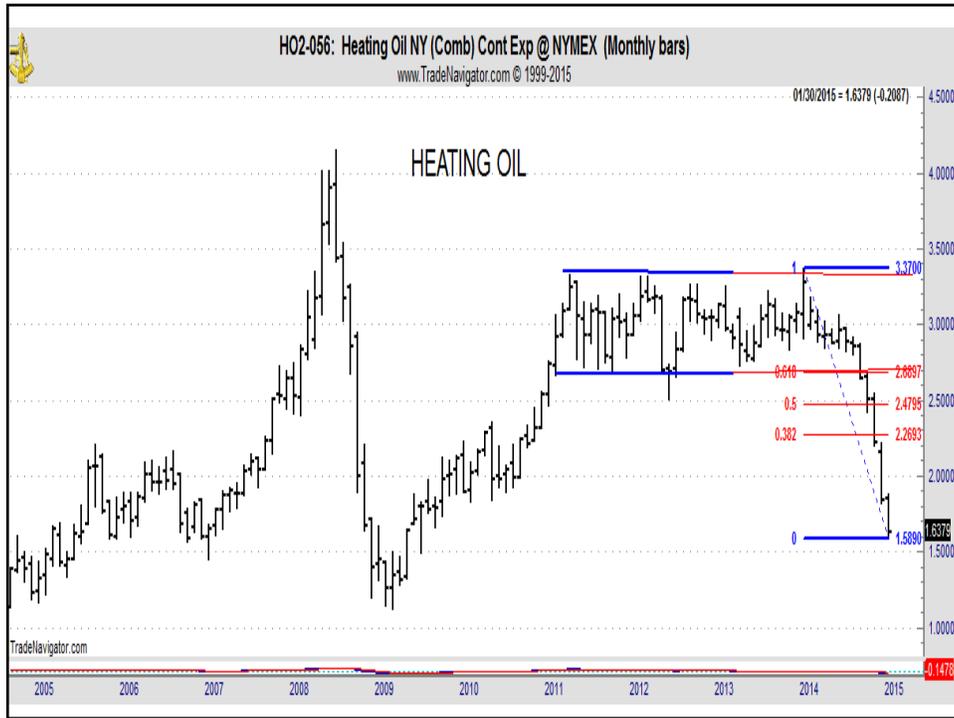


REFINING A BARREL OF CRUDE

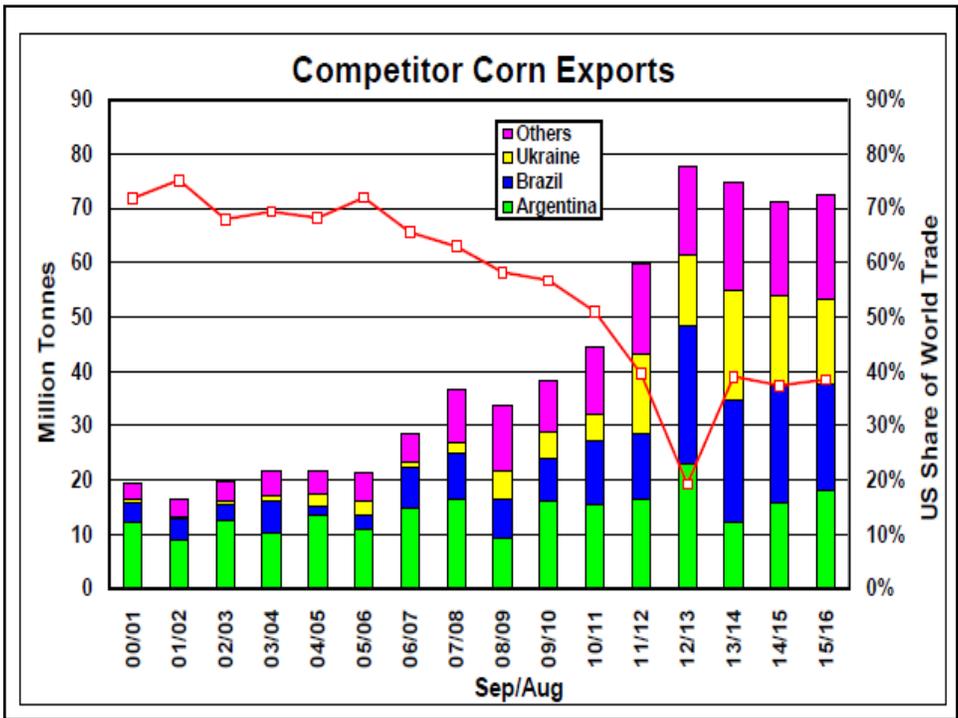
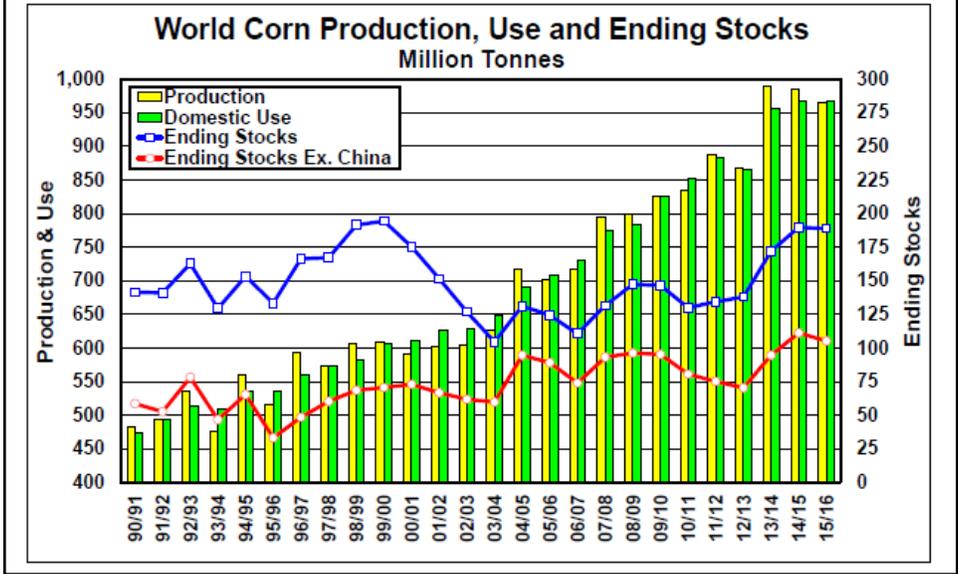
1- contract = 1000 barrels

Products Made from a Barrel of Crude Oil (Gallons)





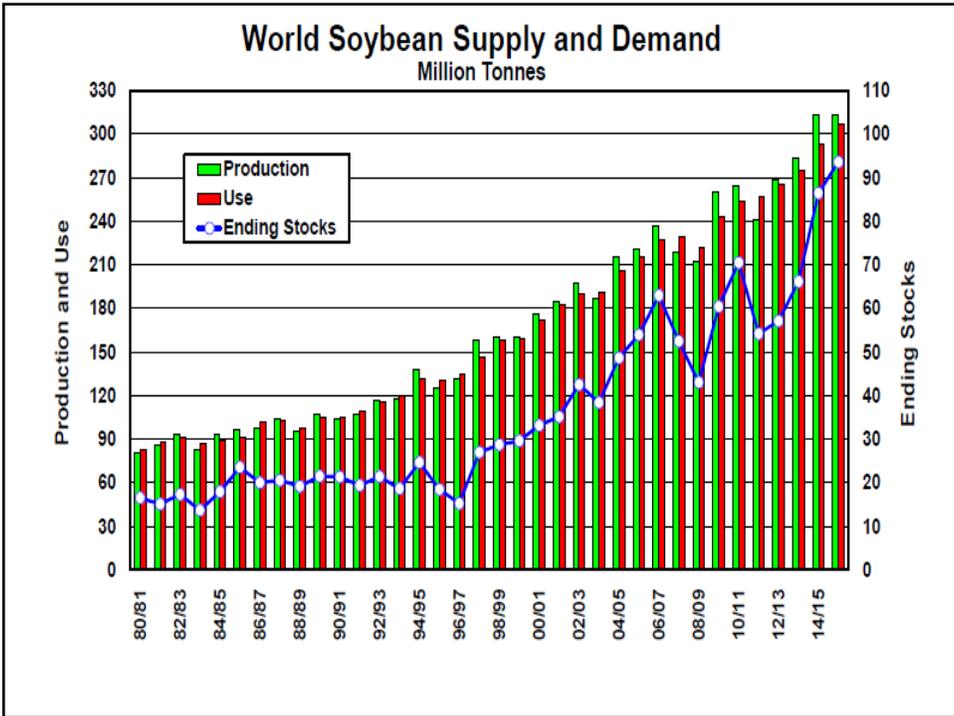
Good news—global feedgrain demand did not suffer much in 2011-12



WORLD CORN EXPORTERS SUPPLY AND DEMAND (Million Tonnes/Million Hectares)

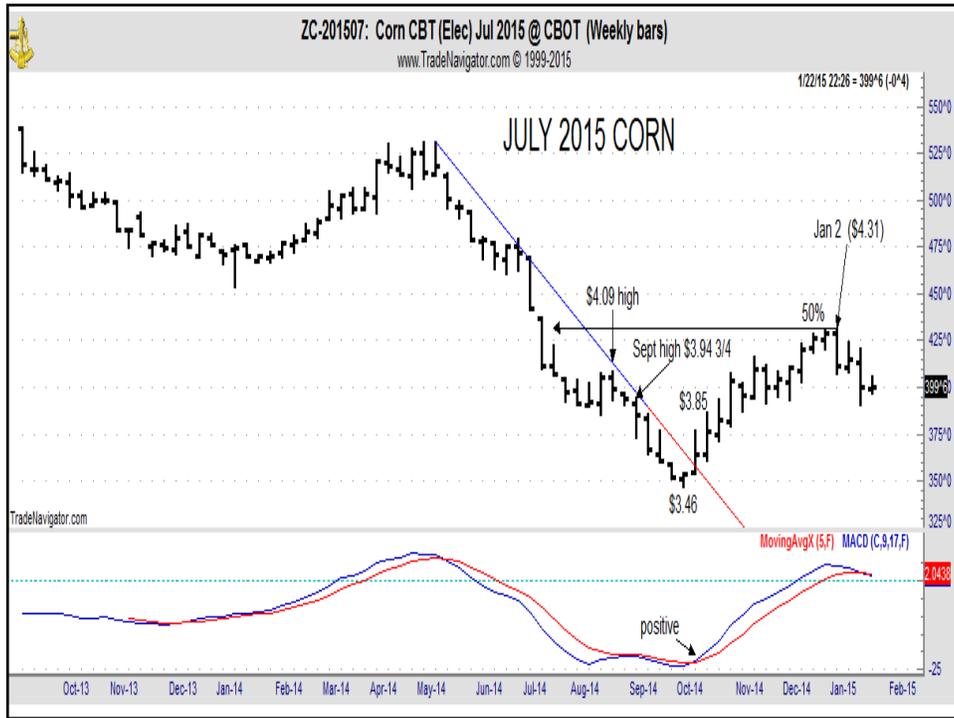
	04/05	05/06	06/07	07/08	08/09	09/10	10/11	11/12	12/13	13/14	14/15	15/16
Total: Non-US												
Harvested Area	42.1	40.8	42.9	46.0	45.1	43.2	45.2	49.3	53.3	53.1	51.4	51.3
Yield (MT/Ha)	4.34	4.26	4.26	4.23	4.55	4.81	4.75	5.09	4.78	5.27	5.23	5.11
Carryin	18.8	22.8	21.4	18.7	25.5	27.2	26.0	27.4	23.5	26.2	35.5	36.2
Production	182.9	173.9	182.7	194.7	204.9	208.1	214.7	250.6	254.8	279.9	268.5	261.8
Imports	6.2	6.8	11.8	18.6	6.1	5.6	10.2	8.1	13.1	17.6	8.4	14.6
Total Supply	207.8	203.5	215.9	232.0	236.5	241.0	250.9	286.1	291.4	323.7	312.4	312.7
Feed & Residual	126.0	121.3	125.9	132.6	130.8	128.9	136.2	141.6	144.2	158.6	154.1	153.6
Food/Seed/Ind	36.5	39.1	37.9	39.2	43.9	42.6	45.0	46.1	48.5	51.9	52.8	54.1
Domestic Use	162.6	160.4	163.8	171.8	174.7	171.6	181.2	187.8	192.7	210.6	206.9	207.7
Exports	22.5	21.7	33.4	34.7	34.5	43.4	42.3	74.8	72.5	77.6	69.3	69.2
Total Use	185.1	182.1	197.2	206.5	209.2	215.0	223.6	262.6	265.2	288.1	276.2	276.9
Carryout	22.8	21.4	18.7	25.5	27.2	26.0	27.4	23.5	26.2	35.5	36.2	35.8
Exports (Sep/Aug)	21.6	21.3	28.7	36.8	33.9	38.2	44.6	60.0	77.9	74.7	71.3	72.5
Total: Argentina, Brazil, Ukraine												
Exports (Sep/Aug)	17.5	16.1	23.4	27.1	21.8	28.9	32.2	43.2	61.5	54.8	54.0	53.1

Total 10 yr increase== 51 and 36 mmt respectfully
 10% = 7.2 mmt = 285 mil-bu

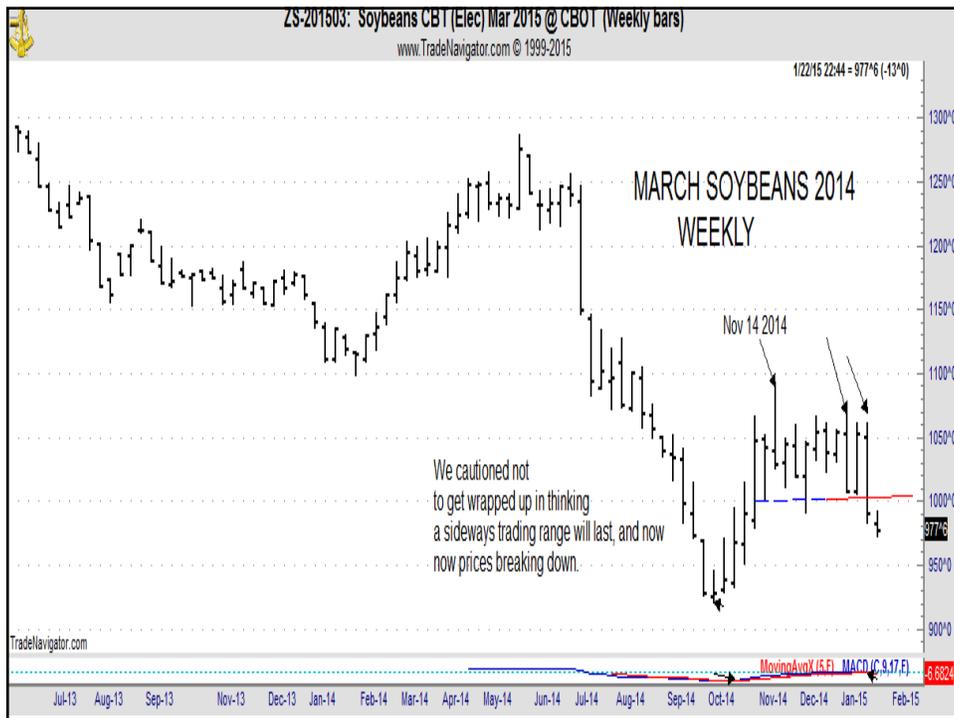
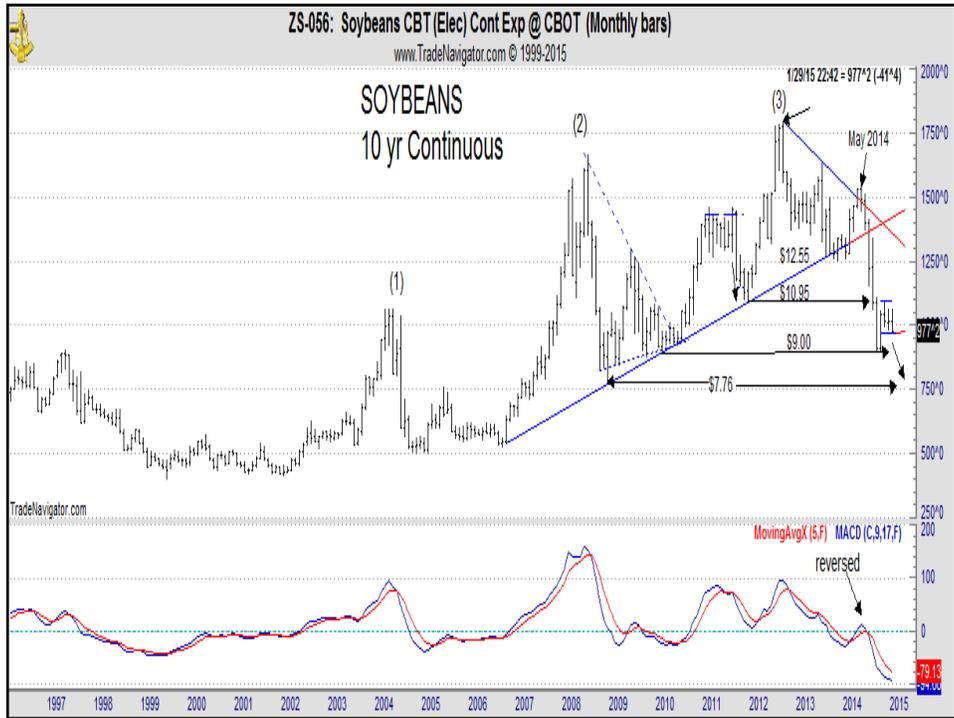


01/12/15						
USDA CORN S/D Gulke Group Consulting Jan 12 2015						
(mil-bu / mil-ac)		25-Aug	30-Jun	Nov-14	Jan-15	15-Mar
	2013/14	2014/15	2014/15	2014/15	2014/15	2015/16
	USDA-Final	Ggroup	USDA	USDA	USDA	Ggroup
Planted Acres	95.40	90.50	91.69	90.90	90.60	88.00
Harvested Acres	87.7	83.2	83.8	83.1	83.1	81.2
Yield	158.8	170.75	166.3	173.4	171	165.5
Carryin (Sep 1)	819	1236	1236	1236	1232	1878
Production	13,927	14,210	13,942	14,410	14,216	13,443
Imports	36	30	15	23	25	35
Total Supply	14,782	15,476	15,193	15,668	15,473	15,356
Feed & Residual	5,132	5,350	5,300	5,375	5,275	5,325
Food/Seed/Ind	6,497	6,435	6,460	6,535	6,570	6,570
Ethanol for Fuel	5,134	5,050	5,075	5,150	5,175	5,175
Domestic Use	11,629	11,785	11,760	11,910	11,845	11,895
Exports	1,917	1,750	1,700	1,750	1,750	1,750
Total Use	13,546	13,535	13,460	13,660	13,595	13,645
Carryout (Aug 30)	1,236	1,941	1,733	2,008	1,878	1,711
Stocks/Use	9.1%	14.3%	12.9%	14.7%	13.8%	12.5%
Farm Price (\$/Bu)	\$4.46	\$4.25	\$4.15	\$3.20--\$3.80	\$3.60	\$3.80--\$4.20





Gulke Group Inc	12/12/2015					
SOYBEAN S/D		30-Mar	11-Sep	11-Nov	12-Jan	
(mil-bu / mil-ac)	2014/15	2014/15	2014/15	2014/15	2014/15	2015/16
	USDA-Mar 31	Ggroup	USDA	USDA	USDA	Ggroup
Planted Acres	81.5	83.5	84.8	84.2	83.7	88.2
Harvested Acres	80.6	82.7	84.1	83.4	83.1	87.4
Yield	44.5	46.5	46.5	47.5	47.8	45.0
Carryin (Sep 1)	150	130	130	92	92	411
Production	3,587	3,846	3,913	3,959	3,969	3,933
Imports	20	15	15	15	15	15
Total Supply	3,757	3,991	4,058	4,066	4,076	4,359
Crush	1710	1755	1770	1780	1780	1850
Exports	1,585	1,700	1,700	1,720	1,770	1,825
Seed	87	92	92	92	92	96
Residual	12	22	22	23	23	26
Total Use	3,394	3,569	3,584	3,615	3,665	3,797
Carryout (Aug 30)	363	422	474	451	411	562
Stocks/Use	10.7%	11.8%	13.2%	12.5%	11.2%	14.8%
Farm Price (\$/Bu)	\$9.00	\$9.75	\$9-\$11	\$9.75	\$9.75	\$8.50



Family (4) Cost of Living 1994

• Groceries (food, sundry items)	\$ 7,100
• Clothing	5,000
• Utilities	3,400
• Housing, mortgage, insurance, etc	9,000
• Personal Care Items	2,500
• Elementary school, private, music,	3,900
• College	14,000
• Entertainment	2,000
• Vacations	6,000
• Personal Autos	4,000
• Medical/dental, incldg insurance	5,500
• Misc	1,200
Total 1994	\$65,250
@ 3% inflation, 2001 = \$80,600; 2005 = \$90,350; 2014 = \$116,650	

Assume Schedule F = \$250,000 Net

– Personal Exemptions (4) =	-\$15,850
– Standard Deduction =	-\$12,400
– Net Taxable Income =	\$221,750
– FICA/Medicare =	- \$14,508
– Medicare 2.9% =	- \$6,431
– State Income tax 5% =	- \$11,087
– Federal Income Tax =	-\$28,925
+28% > \$148,850 =	-\$20,412
Total Taxes =	\$ 81,363
Net @ Tax Income =	\$140,387
Living Expenses (4)	\$116,650
Net-net cash flow b/4 L & E	\$ 23,737
Capital Equipment, Land Payments (principal) non-expense	

TAXES

Fed/State Tax

12.4% social security schedule F (\$117,000 max)

2.9% Medicare– all schedule F income.

.9% on income > \$250,000

5.0% State IL

19.7% Federal (effective)

Plus Health Care Tax

40.9% Total All Taxes

Cash Flow-Corn

2500 Ac objective = \$100/ac profit

- Gross/ac 176 bu X \$3.80 = \$668
- Corn Costs (fixed/Variable)= \$425
- Net before land costs = \$243
- Land Costs = \$225
- Net b/4 taxes = \$ 18 .09/bu
- Depreciation add back \$ 42 .24/bu
- Cash Flow \$ 60 .33/bu
- Where to cut \$80/ac cost & maintain yield?

Section 179 Depreciation

- Do you expect to increase your profitability?
- Capital Payments (land) are not deductible
- What tax bracket are you today, in 3-5-7 yrs?
- Use sect 179 to pay off loan or for cash flow
- Don't let 179 become a curse.

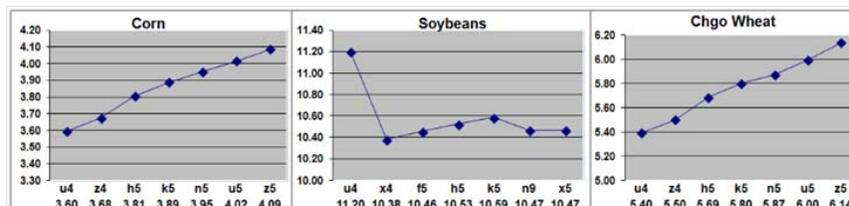
Married Filing Jointly or Qualifying Widow(er):

Taxable Income	Tax Rate
\$0 to \$18,150	10%
\$18,151 to \$73,800	\$1,815 plus 15% of the amount over \$18,150
\$73,801 to \$148,850	\$10,162.50 plus 25% of the amount over \$73,800
\$148,851 to \$226,850	\$28,925 plus 28% of the amount over \$148,850
\$226,851 to \$405,100	\$50,765 plus 33% of the amount over \$226,850
\$405,101 to \$457,600	\$109,587.50 plus 35% of the amount over \$405,100
\$457,601 or more	\$127,962.50 plus 39.6% of the amount over \$457,600

Profit Enhancements (1)

Price Flex Insurance

- Corn \$4.42 \$0.28 advantage
- Soybeans \$11.24 \$.50 advantage
- Storage Carry– Fall 2014 forward. The carry from Dec 14 to Sept 15 was 35 cent Oct 1—Expected basis gain of 20 cents = 55 cents carry or nearly 20% ROI per annum on a cash price of \$3.02. Soybeans have moisture blending advantage using on-farm storage.
- In past 10 yr on-off farm storage increased 4 bil-bu.



Profit Enhancements (2)

Selling Call Options

- Selling someone the “right” to own your grain (higher)
- Establish a price you find acceptable
- Do it when fundamentals/technicals are negative
- Do it when there is huge market “carry”
- Get paid the “premium” to do it

Example: CN traded \$4.31 pre-Jan 12th, now \$4.00.

Can CN close over \$4.31 given what Jan 12th action told us? If it did would you be happy for a second chance to sell. A \$4.40 call premium is 13 cents.

CN has to trade \$4.53 for u to be wrong. Remember why you did what you did.

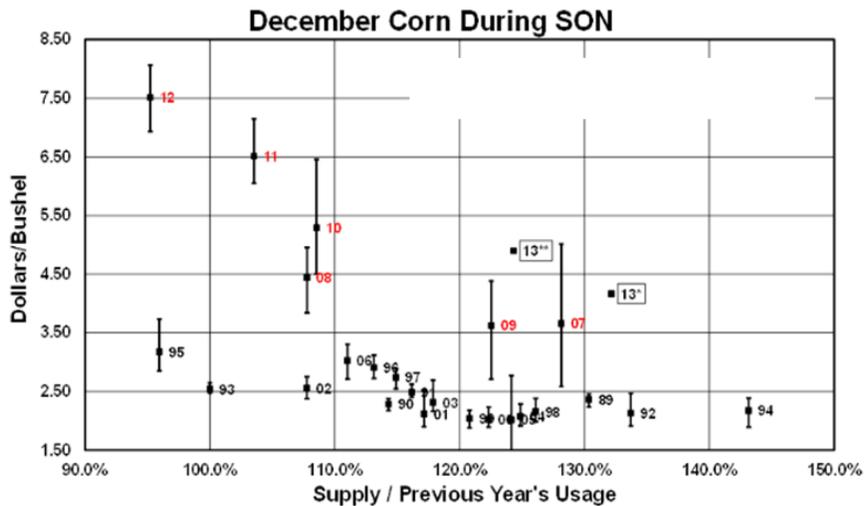
Sometimes it is not where prices are going, but where they are likely not to go

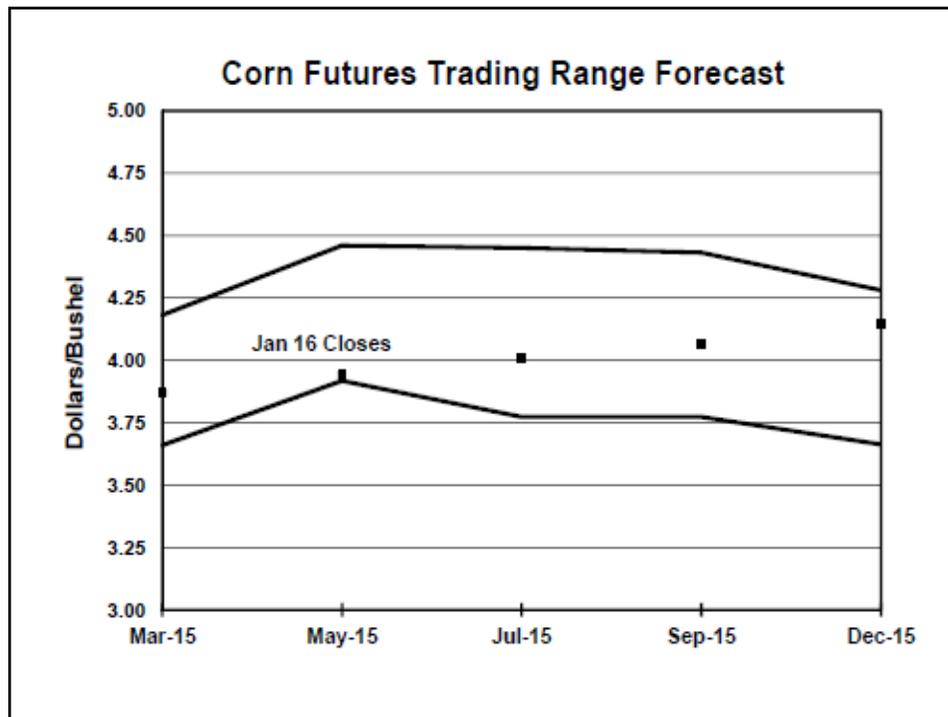
Price Discovery

16.316/13.100= 125% Estimated 2014

15,473/13,476= 115% Actual 2014

2015= 15,356/13,595= 98% Est.





KEY FACTORS 2015

- Economy—US/Europe/China/New Emerging
 - US Economy better than most
 - Ag Grain Producer: debt/equity, cash flow, breakeven
- Currencies— US/Brazil/Argentina
- Supply --- Excess in every main commodity
 - 2015 planting intentions ---March 30th
 - 2014 Gulke Group Mar'14 Vs USDA Jan'15
- Demand— Global/US Overall Trend Higher
- Energy----A huge tax cut globally for consumers
- Psychology---- commodities out of favor---TERRORISM
- Need for Flexibility
- WEATHER ---US/Global
- Reports: Jan 12, Mar 30th , June 30th

About Gulke Group Consulting

Gulke Group is a research, and consulting firm providing advice and strategies to producers and to those operating and trading within the global grain and oilseeds markets.

The firm's services nearly every part of the increasingly-complex agricultural markets, presenting a platform through which clients are able to gain a better understanding of the integrated global agriculture industry; and to act upon this knowledge.

- We provide:
 - Coordinated risk management (hedge structures and brokerage services with offices at the CBOT/CME, Chicago, IL)
 - Crop Insurance Expertise/Advice/Services
 - Daily advising services via web site
 - Daily phone updates
 - Trading strategies for non-producers
 - Commodity execution services

In forming Gulke Group Services in 1991, Jerry Gulke sought the best fundamental information available, and combined it with his technical analysis expertise as well as his "grass roots" production Ag experience to help manage production risk. Jerry began actively farming in 1974 and continues today with interests in IL and ND. Coupled with his practical experience, his formal education in a BS in Engineering from North Dakota State University and an MBA degree from Northern Illinois University, and his technical & fundamental insights, Jerry provides a rare insight to Ag commodities that has stood the test of time for over 20 yrs. While the main focus of Gulke Group is production Ag, the client base now ranges from international & domestic commercials to hedge funds and investment banks as well as private money portfolio managers, expanding our global influence, and information access.

Contact information:

Jamie Wasemiller
Operations Manager, Gulke Group, Inc
Web: www.gulkegroup.com
Email: info@gulkegroup.com
Office: 312-896-2080
Mobile: 707-365-0601