



2022



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 **Heartland
Bank** and Trust
Company

Agricultural Services

Harvesting Your Land's Potential

- ▶ Buy/Sell Land
- ▶ Auction
- ▶ Appraisal



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2022

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Rely on our experts to privately sell or auction your land. We can also assist in purchasing farmland and appraising your current acreage.

Agricultural Services | 200 W. College Avenue | Normal
833-797-FARM | hbtbank.com

*Heartland Bank and Trust Company, licensed real estate broker corporation in Illinois
Tim Woods, Designated Managing Broker, Licensed Farmland Real Estate Sales*



Planting date: May 11, 2022
 Planting population: 35,000
 Row width: 30

Harvest date: October 21, 2022
 Previous Crop: Soybeans



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| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|---------------------------------|----------|--------------|------------|----------------|-------------------|------|
| <i>Tester - Dekalb DKC62-69</i> | | 15.4% | | 259.7 | | |
| NuTech 64B5Q | 15.5% | 256.8 | -2.9 | 255.8 | \$1,592.85 | 13 |
| Golden Harvest 07G73 | 15.4% | 251.2 | -8.5 | 250.2 | \$1,557.99 | 20 |
| NuTech 68A7AM | 15.9% | 263.5 | 3.8 | 262.5 | \$1,634.54 | 7 |
| DeKalb 59-81 | 15.4% | 255.7 | -5.4 | 253.3 | \$1,577.29 | 17 |
| AgriGold 639-70 | 15.0% | 255.8 | -6.7 | 252.0 | \$1,574.90 | 18 |
| Golden Harvest 10D21 | 16.4% | 243.8 | -18.7 | 240.0 | \$1,488.88 | 26 |
| Becks 6081 | 16.6% | 263.9 | 1.4 | 260.1 | \$1,613.55 | 10 |
| <i>Tester - Dekalb DKC62-69</i> | | 17.5% | | 262.5 | | |
| NuTech 70A8AM | 17.0% | 259.3 | -3.2 | 255.5 | \$1,584.94 | 16 |
| DeKalb 111-33 | 16.4% | 264.9 | 2.4 | 261.1 | \$1,619.79 | 8 |
| AgriGold 641-85 | 17.0% | 254.5 | -8.0 | 250.7 | \$1,555.17 | 23 |
| Golden Harvest 12S75 | 17.7% | 259.0 | 2.6 | 261.3 | \$1,615.00 | 9 |
| NuTech 72A5Q | 17.2% | 257.8 | 7.6 | 266.3 | \$1,645.72 | 4 |
| NuTech 72D46 | 17.9% | 274.5 | 24.3 | 283.0 | \$1,748.74 | 1 |
| Wyffels 7208 | 17.2% | 258.1 | 7.9 | 266.6 | \$1,647.58 | 3 |
| <i>Tester - Dekalb DKC62-69</i> | | 15.9% | | 250.2 | | |

| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|---------------------------------|--------------|---------------|------------|----------------|-------------------|------|
| <i>Tester - Dekalb DKC62-69</i> | | 17.0% | | 259.0 | | |
| Wyffels 7536 | 17.3% | 271.7 | 12.7 | 271.4 | \$1,677.22 | 2 |
| Becks 6374 | 17.9% | 251.1 | -7.9 | 250.8 | \$1,549.75 | 24 |
| AgriGold 643-52 | 18.0% | 219.5 | -39.5 | 219.2 | \$1,354.46 | 27 |
| DeKalb 64-21 | 18.7% | 261.8 | 2.8 | 261.4 | \$1,609.15 | 11 |
| Becks 6485 | 17.6% | 265.6 | 6.5 | 265.2 | \$1,638.82 | 6 |
| Wyffels 7876 | 16.8% | 256.4 | -2.7 | 256.0 | \$1,588.08 | 14 |
| DeKalb 115-33 | 17.1% | 252.4 | -6.7 | 252.0 | \$1,557.37 | 21 |
| <i>Tester - Dekalb DKC62-69</i> | | 18.6% | | 259.1 | | |
| Golden Harvest G15J91 | 17.9% | 266.0 | 6.9 | 265.6 | \$1,641.21 | 5 |
| AgriGold 645-16 | 19.1% | 254.1 | -5.0 | 253.7 | \$1,555.24 | 22 |
| DeKalb 66-04 | 18.0% | 251.1 | -9.3 | 249.4 | \$1,541.38 | 25 |
| NuTech 73A6Q | 17.8% | 259.6 | -2.0 | 256.7 | \$1,586.24 | 15 |
| Wyffels 8936 | 17.4% | 255.9 | -5.7 | 253.0 | \$1,563.48 | 19 |
| <i>Tester - Dekalb DKC62-69</i> | | 17.3% | | 261.6 | | |
| Dekalb DKC62-69 Averages | 17.0% | 258.7 | | 258.7 | \$1,604.80 | 12 |
| Tester Maximum | 18.6% | 262.50 | | | | |
| Tester Minimum | 15.4% | 250.20 | | | | |
| Tester Variance | 3.2% | 12.3 | | | | |
| Plot Average | 17.1% | 257.4 | | | | |

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Planting date: April 29, 2022
 Planting population: 34,500
 Row width: 30

Harvest date: October 5, 2022
 Previous Crop: Soybeans



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| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|---------------------------------|--------------|--------------|------------|----------------|-------------------|------|
| <i>Tester - Dekalb DKC62-69</i> | <i>29.2%</i> | <i>259.7</i> | | | | |
| NuTech 64B5Q | 26.0% | 236.9 | -22.8 | 237.9 | \$1,427.58 | 24 |
| Golden Harvest 07G73 | 26.9% | 244.7 | -15.0 | 245.7 | \$1,469.05 | 20 |
| NuTech 68A7AM | 27.2% | 261.0 | 1.3 | 262.0 | \$1,561.44 | 8 |
| DeKalb 59-81 | 26.8% | 260.1 | -3.8 | 256.8 | \$1,535.86 | 10 |
| AgriGold 639-70 | 27.4% | 243.7 | -24.5 | 236.2 | \$1,407.53 | 26 |
| Golden Harvest 10D21 | 28.2% | 240.6 | -27.6 | 233.1 | \$1,383.72 | 27 |
| Becks 6081 | 28.0% | 255.3 | -12.9 | 247.8 | \$1,475.80 | 19 |
| <i>Tester - Dekalb DKC62-69</i> | <i>29.3%</i> | <i>268.2</i> | | | | |
| NuTech 70A8AM | 29.0% | 248.7 | -19.5 | 241.2 | \$1,430.75 | 25 |
| DeKalb 111-33 | 27.6% | 274.3 | 6.1 | 266.8 | \$1,589.51 | 6 |
| AgriGold 641-85 | 29.5% | 254.2 | -14.0 | 246.7 | \$1,458.05 | 22 |
| Golden Harvest 12S75 | 31.5% | 257.3 | -6.4 | 254.2 | \$1,489.64 | 17 |
| NuTech 1012D226 | 30.6% | 243.6 | -15.7 | 245.0 | \$1,441.68 | 23 |
| NuTech 1012B237 | 30.2% | 273.5 | 14.2 | 274.9 | \$1,618.37 | 2 |
| Wyffels 7208 | 30.9% | 249.1 | -10.2 | 250.5 | \$1,473.57 | 21 |

| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|---------------------------------|--------------|---------------|------------|----------------|-------------------|------|
| <i>Tester - Dekalb DKC62-69</i> | <i>30.2%</i> | <i>259.3</i> | | | | |
| Wyffels 7536 | 29.1% | 250.3 | -9.0 | 251.7 | \$1,488.23 | 16 |
| Becks 6374 | 29.8% | 267.0 | 7.7 | 268.4 | \$1,585.87 | 7 |
| AgriGold 643-52 | 30.1% | 251.2 | -8.1 | 252.6 | \$1,487.22 | 18 |
| DeKalb 64-21 | 30.7% | 257.7 | 0.7 | 261.4 | \$1,538.03 | 12 |
| Becks 6485 | 31.0% | 273.5 | 18.8 | 279.5 | \$1,643.99 | 1 |
| Wyffels 7876 | 31.1% | 267.0 | 12.3 | 273.0 | \$1,600.29 | 5 |
| DeKalb 115-33 | 30.3% | 258.4 | 3.7 | 264.4 | \$1,556.39 | 9 |
| <i>Tester - Dekalb DKC62-69</i> | <i>30.2%</i> | <i>254.7</i> | | | | |
| Golden Harvest G15J91 | 31.5% | 255.2 | 0.5 | 261.2 | \$1,530.38 | 13 |
| AgriGold 645-16 | 31.2% | 269.3 | 14.6 | 275.3 | \$1,613.56 | 3 |
| DeKalb 66-04 | 30.8% | 270.7 | 12.7 | 273.3 | \$1,608.18 | 4 |
| NuTech 1016D848 | 29.9% | 258.4 | -3.0 | 257.7 | \$1,522.48 | 14 |
| Wyffels 8936 | 30.2% | 257.6 | -3.8 | 256.9 | \$1,512.38 | 15 |
| <i>Tester - Dekalb DKC62-69</i> | <i>29.4%</i> | <i>261.4</i> | | | | |
| Dekalb DKC62-69 Averages | 29.7% | 260.7 | | 260.7 | \$1,201.71 | 11 |
| Tester Maximum | 30.2% | 268.20 | | | | |
| Tester Minimum | 29.2% | 254.70 | | | | |
| Tester Variance | 1.0% | 13.5 | | | | |
| Plot Average | 29.5% | 257.5 | | | | |

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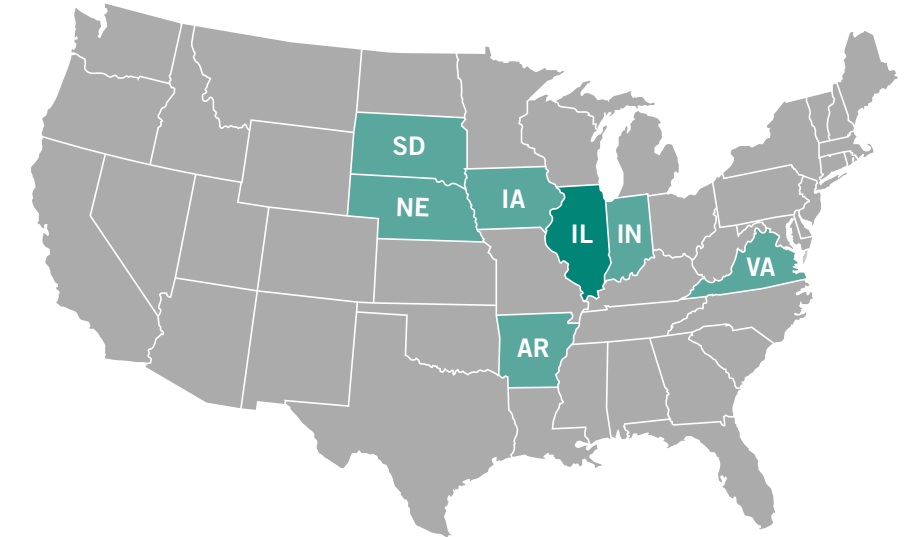
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| Hybrid | Maturity | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|-----------------------|----------|----------|--------------|------------|----------------|-------------------|------|
| NuTech 72D46 | 112 | 24.1% | 274.00 | 19.25 | 278.92 | \$1,683.55 | 1 |
| Becks 6485 | 114 | 24.3% | 269.55 | 12.65 | 272.32 | \$1,641.40 | 2 |
| DeKalb 111-33 | 111 | 22.0% | 269.60 | 4.25 | 263.92 | \$1,604.65 | 3 |
| NuTech 68A7AM | 108 | 21.6% | 262.25 | 2.55 | 262.22 | \$1,597.99 | 4 |
| Wyffles 7876 | 114 | 24.0% | 261.70 | 4.80 | 264.47 | \$1,594.19 | 5 |
| Golden Harvest G15J91 | 115 | 24.7% | 260.60 | 3.70 | 263.37 | \$1,585.79 | 6 |
| AgriGold 645-16 | 115 | 25.2% | 261.70 | 4.80 | 264.47 | \$1,584.40 | 7 |
| Wyffles 7536 | 112 | 23.2% | 261.00 | 1.85 | 261.52 | \$1,582.72 | 8 |
| DeKalb 66-04 | 116 | 24.4% | 260.90 | 1.70 | 261.37 | \$1,574.78 | 9 |
| DeKalb 64-21 | 114 | 24.7% | 259.75 | 1.72 | 261.40 | \$1,573.59 | 10 |
| Dekalb DKC62-69 | 112 | 23.3% | 259.67 | | 259.67 | \$1,572.68 | 11 |
| Becks 6374 | 113 | 23.9% | 259.05 | -0.10 | 259.57 | \$1,567.81 | 12 |
| Wyffles 7208 | 112 | 24.1% | 253.60 | -1.15 | 258.52 | \$1,560.58 | 13 |
| DeKalb 115-33 | 115 | 23.7% | 255.40 | -1.50 | 258.17 | \$1,556.88 | 14 |
| DeKalb 59-81 | 109 | 21.1% | 257.90 | -4.63 | 255.05 | \$1,556.57 | 15 |
| NuTech 73A6Q | 116 | 23.9% | 259.00 | -2.50 | 257.17 | \$1,554.36 | 16 |
| Golden Harvest 12S75 | 112 | 24.6% | 258.15 | -1.90 | 257.77 | \$1,552.32 | 17 |
| Becks 6081 | 110 | 22.3% | 259.60 | -5.75 | 253.92 | \$1,544.68 | 18 |
| NuTech 72A5Q | 112 | 23.9% | 250.70 | -4.05 | 255.62 | \$1,543.70 | 19 |
| Wyffles 8936 | 117 | 23.8% | 256.75 | -4.75 | 254.92 | \$1,537.93 | 20 |
| Golden Harvest 07G73 | 107 | 21.2% | 247.95 | -11.75 | 247.92 | \$1,513.52 | 21 |
| NuTech 64B5Q | 104 | 20.8% | 246.85 | -12.85 | 246.82 | \$1,510.21 | 22 |
| NuTech 70A8AM | 110 | 23.0% | 254.00 | -11.35 | 248.32 | \$1,507.85 | 23 |
| AgriGold 641-85 | 111 | 23.3% | 254.35 | -11.00 | 248.67 | \$1,506.61 | 24 |
| AgriGold 639-70 | 109 | 21.2% | 249.75 | -15.60 | 244.07 | \$1,491.21 | 25 |
| Golden Harvest 10D21 | 110 | 22.3% | 242.20 | -23.15 | 236.52 | \$1,436.30 | 26 |
| AgriGold 643-52 | 113 | 24.1% | 235.35 | -23.80 | 235.87 | \$1,420.84 | 27 |

Farm Management in 7 States

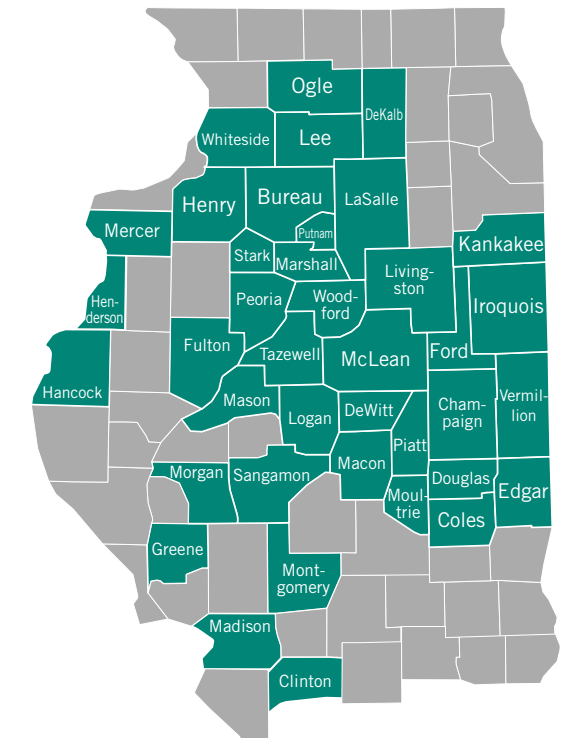
- ▶ Illinois
- ▶ Indiana
- ▶ Iowa
- ▶ Arkansas
- ▶ South Dakota
- ▶ Virginia
- ▶ Nebraska



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Farm Management in 39 Illinois Counties

Heartland Bank has offices located in 44 communities and 19 counties with a Farm Manager available near your farm.



Planting date: May 20, 2022
Row width: 30

Harvest date: October 24, 2022
Previous Crop: Corn

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| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|------------------------------|--------------|--------------|------------|----------------|-------------------|------|
| <i>Tester - Asgrow 35XF1</i> | 12.6% | 71.9 | | | | |
| Becks 2830E | 13.0% | 70.9 | -1.0 | 78.5 | 941.70 | 6 |
| AgriGold 3001E | 11.8% | 73.6 | 1.7 | 81.2 | 974.10 | 2 |
| Golden Harvest 3023XF | 10.2% | 80.0 | 8.1 | 87.6 | 1050.90 | 1 |
| Asgrow 31XF2 | 9.9% | 75.8 | -9.5 | 70.0 | 839.70 | 12 |
| <i>Tester - Asgrow 35XF1</i> | 9.8% | 85.3 | | | | |
| Golden Harvest 3373E | 9.9% | 67.5 | -17.8 | 61.7 | 740.10 | 14 |
| Becks 3555XF | 9.9% | 74.7 | -10.6 | 68.9 | 826.50 | 13 |
| Becks 3663XF | 9.7% | 79.4 | -3.5 | 76.0 | 911.70 | 10 |
| Becks 3510E | 9.8% | 79.6 | -0.9 | 78.6 | 942.90 | 5 |
| AgriGold 3577E | 9.8% | 77.4 | -3.1 | 76.4 | 916.50 | 8 |
| <i>Tester - Asgrow 35XF1</i> | 9.8% | 80.5 | | | | |
| NuTech 35N03E | 9.5% | 76.4 | -4.1 | 75.4 | 904.50 | 11 |
| Golden Harvest 3762E | 9.8% | 77.1 | -3.4 | 76.1 | 912.90 | 9 |
| Asgrow 38XF1 | 9.9% | 79.4 | -0.8 | 78.7 | 944.10 | 4 |
| Golden Harvest 3913XF | 9.8% | 78.8 | -1.4 | 78.1 | 936.90 | 7 |
| <i>Tester - Asgrow 35XF1</i> | 9.8% | 80.2 | | | | |
| Asgrow 35XF1 Averages | 10.5% | 79.5 | | 79.5 | \$953.70 | 3 |
| Tester Maximum | 12.6% | 85.3 | | | | |
| Tester Minimum | 9.8% | 71.9 | | | | |
| Tester Variance | 2.8% | 13.4 | | | | |
| Plot Average | 10.3% | 77.0 | | | | |

Planting date: May 18, 2022
Row width: 30

Harvest date: October 14, 2022
Previous Crop: Corn

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| Hybrid | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|------------------------------|--------------|--------------|------------|----------------|-------------------|------|
| <i>Tester - Asgrow 35XF1</i> | 12.7% | 77.7 | | | | |
| Becks 2830E | 13.3% | 66.9 | -10.8 | 68.3 | \$887.90 | 13 |
| AgriGold 3001E | 14.5% | 66.1 | -11.6 | 67.5 | \$877.50 | 14 |
| Golden Harvest 3023XF | 13.0% | 80.7 | 3.0 | 82.1 | \$1,067.30 | 1 |
| Asgrow 31XF2 | 12.9% | 73.0 | -6.4 | 72.7 | \$945.10 | 8 |
| <i>Tester - Asgrow 35XF1</i> | 12.3% | 79.4 | | | | |
| Golden Harvest 3373E | 13.2% | 69.4 | -10.0 | 69.1 | \$898.30 | 11 |
| Becks 3555XF | 12.5% | 78.5 | -0.9 | 78.2 | \$1,016.60 | 5 |
| Becks 3663XF | 12.6% | 76.3 | -4.9 | 74.3 | \$965.25 | 7 |
| Becks 3510E | 13.0% | 78.6 | -4.3 | 74.8 | \$972.40 | 6 |
| AgriGold 3577E | 12.6% | 72.4 | -10.5 | 68.6 | \$891.80 | 12 |
| <i>Tester - Asgrow 35XF1</i> | 12.4% | 82.9 | | | | |
| NuTech 35N03E | 12.7% | 73.5 | -9.4 | 69.7 | \$906.10 | 10 |
| Golden Harvest 3762E | 12.9% | 73.6 | -9.3 | 69.8 | \$907.40 | 9 |
| Asgrow 38XF1 | 12.6% | 76.3 | -0.1 | 79.0 | \$1,027.00 | 4 |
| Golden Harvest 3913XF | 12.6% | 77.8 | 1.4 | 80.5 | \$1,046.50 | 2 |
| <i>Tester - Asgrow 35XF1</i> | 12.5% | 76.4 | | | | |
| Asgrow 35XF1 Averages | 12.5% | 79.1 | | 79.1 | \$1,028.30 | 3 |
| Tester Maximum | 12.7% | 82.9 | | | | |
| Tester Minimum | 12.3% | 76.4 | | | | |
| Tester Variance | 0.4% | 6.5 | | | | |
| Plot Average | 12.8% | 75.3 | | | | |

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| Hybrid | Maturity | Moisture | Actual Yield | +/- Tester | Adjusted Yield | Gross \$ - Drying | Rank |
|-----------------------|----------|----------|--------------|------------|----------------|-------------------|------|
| Golden Harvest 3023XF | 3.0 | 11.6% | 80.35 | 5.55 | 84.84 | \$1,059.10 | 1 |
| Golden Harvest 3913XF | 3.9 | 11.2% | 78.30 | 0.00 | 79.29 | \$991.70 | 2 |
| Tester - Asgrow 35XF1 | 3.5 | 11.5% | 79.29 | | 79.29 | \$991.00 | 3 |
| Asgrow 38XF1 | 3.8 | 11.3% | 77.85 | -0.45 | 78.84 | \$985.55 | 4 |
| Becks 3510E | 3.5 | 11.4% | 79.10 | -2.60 | 76.69 | \$957.65 | 5 |
| Becks 3663XF | 3.6 | 11.2% | 77.85 | -4.18 | 75.11 | \$938.48 | 6 |
| AgriGold 3001E | 3.0 | 13.2% | 69.85 | -4.95 | 74.34 | \$925.80 | 7 |
| Becks 3555XF | 3.5 | 11.2% | 76.60 | -5.75 | 73.54 | \$921.55 | 8 |
| Becks 2830E | 2.8 | 13.2% | 68.90 | -5.90 | 73.39 | \$914.80 | 9 |
| Golden Harvest 3762E | 3.7 | 11.4% | 75.35 | -6.35 | 72.94 | \$910.15 | 10 |
| NuTech 35N03E | 3.5 | 11.1% | 74.95 | -6.75 | 72.54 | \$905.30 | 11 |
| AgriGold 3577E | 3.5 | 11.2% | 74.90 | -6.80 | 72.49 | \$904.15 | 12 |
| Asgrow 31XF2 | 3.1 | 11.4% | 74.40 | -7.95 | 71.34 | \$892.40 | 13 |
| Golden Harvest 3373E | 3.3 | 11.6% | 68.45 | -13.90 | 65.39 | \$819.20 | 14 |

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Participating Companies

AgriGold Hybrids - 309-825-6740
212 Prairie Ridge Dr., Lexington, IL 61753
TJ Weber, tj.weber@agrigold.com

NuTech Seed - 309-371-0888
Ryan Booton, ryan.booton@nutechseed.com

Bayer-Asgrow/Dekalb - 217-372-5201
1330 E. 1300N, Roberts, IL 60962
Brad Pilcher, brad.pilcher@monsanto.com

Syngenta/Golden Harvest - 309-312-1887
Normal, IL
Jess Roeder, jess.roeder@syngenta.com

Becks Hybrid - 309-319-8680
Chad Kalaher, Chad.Kalaher@beckshybrids.com

Wyffels Hybrids - 309-838-4138
3511 N. 2200 E. Rd., LeRoy, IL 61752
Stan Tarr, starr@wyffels.com

We would like to recognize and extend our gratitude to those who contributed to the success of our 2022 yield plots. We also extend a thank you to the seed companies included within this report as well as the research plot operators and the weigh wagon providers listed below.

Plot Co-Operators

Chenoa: Randy and Colin Francis
Clinton: Rich Tuggle
Funks Grove: Larry Heck and Jennifer Jacobs
Secor: Dan and Nathan Bradle

Weigh Wagons

Channel: Jed Kuperschmid
Syngenta: Jess Roeder

Plot Seed Handling and Planting Assistance: GMS Laboratories, Inc., Cropsey, IL

2022 Plot Locations

| Corn | | | | |
|----------|-------------------------|---------------|---------|-------------|
| Location | Operator | Township | Section | County |
| Chenoa | Randy and Colin Francis | Eppards Point | 33 | Linvingston |
| Secor | Dan and Nathan Bradle | Palestine | 6 | Woodford |

| Soybeans | | | | |
|-------------|--------------------------------|------------|---------|--------|
| Location | Operator | Township | Section | County |
| Clinton | Rich Tuggle | Creek | 28 | DeWitt |
| Funks Grove | Larry Heck and Jennifer Jacobs | Mount Hope | 1 | McLean |

Whether you're financing a land purchase, equipment or purchasing farm inputs, the unique challenges of your farming operation require customized loan solutions. Because our experienced ag lenders at Heartland Bank understand how to structure your loan and get it done quickly, you can get back to work. Give us a call.

Kevin Birlingmair

Bloomington-Normal



- Over 30 years of experience
- Illinois State University
- Grain farming background
- Rural markets team lead
- Email: klbirlin@hbtbank.com*
- 309-664-8915

Brian McDowell

Farmer City



- Over 31 years of experience
- 25 years of board service to local soil conservation districts
- Agricultural and commercial lending experience
- Email: bmcowell@hbtbank.com*
- 309-928-2161

Lisa Anderson

Newark



- Over 30 years of experience
- Farm and livestock background
- Ag education and community involvement
- Email: landerson@hbtbank.com*
- 815-609-3312

Derek Fetzer

Princeton



- University of Illinois
- Over 15 years of ag banking experience
- Grain and livestock background
- Email: dfetzer@hbtbank.com*
- 815-872-6161

Kregg Ummel

Bloomington-Normal



- Over 20 years of experience
- University of Illinois
- Grain farming background
- Email: kummel@hbtbank.com*
- 309-664-4580

Travis Cunningham

El Paso



- Illinois State University
- Certified Ag Credit Professional
- Over 10 years experience
- Loan underwriting experience
- Email: tcunningham@hbtbank.com*
- 309-319-7250

Landon Faivre

Sycamore



- University of Illinois
- Over 20 years experience
- Owns and works own farmland
- Email: lfaivre@hbtbank.com*
- 815-787-5794

David Irwin

Lincoln



- Illinois State University
- Graduate School of Banking
- Licensed UAS Drone Pilot
- Over 30 years experience
- Email: dirwin@sblincoln.com*
- 217-732-2754

*All e-mail links are for general inquiries only. They are not secure e-mail. For your protection, please do not include confidential or sensitive information such as social security numbers, account numbers, etc. when using the e-mail links.

Heartland Bank's team of professional farm managers has experience you can count on as you manage your farm assets. We'll work with you to achieve improved market prices and greater discounts on inputs. We'll also analyze your leases and recommend alternatives.

Kevin Birlingmair

Senior Vice President, Director of Agricultural Services



- Over 30 years of experience
- Illinois State University
- Manager, Rural Markets Lending Group

Areas of Expertise:

- Licensed auctioneer
- Licensed real estate broker
- Grain farming background
- Farm Management
- Agronomy
- Email: klbirlin@hbtbank.com*
- 309-664-8915

Tim Woods

Vice President, Operations Manager of Ag Services



- Over 20 years of experience
- Lincoln Christian University
- Designated Managing Real Estate Broker
- Licensed property/casualty insurance salesperson
- Federal Crop Insurance Agent

Areas of Expertise

- Department administration
- Accounting and income reporting
- Computer and technology applications
- Email: twoods@hbtbank.com*
- 309-664-8934

Matt Wyss, AFM

Vice President, Bloomington-Normal



- Over 10 years of experience
- University of Illinois
- Grain and livestock farm background
- Licensed property/casualty insurance salesperson
- Licensed certified general real estate appraiser
- Licensed Real Estate Broker
- FAA Licensed drone pilot

Areas of Expertise:

- Farm property management
- Farm leasing and rentals
- Economic analysis
- Crop scouting and pest management
- Grain Marketing
- Land Values
- Email: mwyss@hbtbank.com*
- 309-664-8943

Jacob Schlipf, AFM

Assistant Vice President, Bloomington-Normal



- Illinois State University
- Grain farm background
- Licensed property/casualty insurance salesperson
- Licensed real estate broker
- FAA Licensed drone pilot

Areas of Expertise:

- Farmland management
- Farm leasing and rents
- Economic analysis
- Crop scouting and pest management
- Grain Marketing
- Email: jcschlipf@hbtbank.com*
- 309-664-4507

Jonathan Norvell, Ph.D., AFM

Senior Farm Manager



- Illinois State University
- Ph.D., University of Illinois at Urbana-Champaign
- Accredited Farm Manager

Areas of Expertise

- Farm leasing and rents
- Crop scouting and pest management
- Land valuations
- Email: jmnorvel@hbtbank.com*
- 309-928-2162

Cody Smith

Farm Manager



- Illinois State University

Areas of Expertise

- Farm property management
- Farm leasing and rents
- Crop insurance
- Email: krsmith@hbtbank.com*
- 309-664-4511 Ext. 5222

*All e-mail links are for general inquiries only. They are not secure e-mail. For your protection, please do not include confidential or sensitive information such as social security numbers, account numbers, etc. when using the e-mail links.



200 W. College Ave., Normal, IL 61761