

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 1

OCTOBER 2020



INTRODUCING PRO'S NEW CEO: TERRY PANBECKER

October 1, 2020

To: All Pro Cooperative Members

On behalf of Pro Cooperative's Board of Directors, we would like to announce that Terry Panbecker has accepted the position of CEO at Pro Cooperative. Terry assumed the CEO position on October 5, 2020. Scott Summa, Pro Cooperative's Interim CEO, assisted Terry with the transition of the CEO position.

Panbecker's passion for agriculture started with his strong family roots. He grew up assisting his father, Elroy Panbecker, with their family's corn and soybean row crop operation near Pocahontas. Following his high school graduation from PAC, he attended Iowa State University where he earned a Bachelor of Science degree in Ag Systems and Technology.

Panbecker's first job experiences out of college helped him learn the cooperative system while learning the benefits of the culture that a cooperative can offer to farmers and their local communities. A few of his past jobs includes working at Cenex/ Land O' Lakes, Ag Chem Equipment Company, AGCO Equipment Company, as well as John Deere Equipment Company. All these past experiences reassured him that living in Iowa and being close to the family farm is where his heart is.

The Pocahontas native is joining Pro Cooperative after working for NEW Cooperative for 14 years. During this experience of working at NEW, he helped manage the IT Department as well as assisted in building SOILMAP, a software product in the agronomy sector. Panbecker explains that his experiences with a progressive cooperative like NEW, as well as his jobs prior, will assist him in leading Pro Cooperative into a successful future.

Today, Panbecker continues to farm their family's operation alongside his father on their farm located between Rolfe and Pocahontas. In Panbecker's free time, he and his wife, Wendy, along with their three children, son in law and grandson enjoy spending time together at Lost Island Lake on their boat. We are excited to welcome Terry to the Pro Cooperative team!

Warmest regards,

Jim Shimon
Pro Cooperative Board President



IMPROVEMENTS

As the world's population continues to grow, the demand for protein continues to rise. Farmers are feeding more animals now than ever. As Pro Cooperative looks to the future and to be PROgressive, the Ayrshire Feed Mill has been extremely successful in supplying feed to our livestock farmers. A great achievement has occurred recently in our feed department.

The Ayrshire Feed mill has been successfully producing, making, and delivering livestock feed 24 hours a day, 7 days a week (with the exception of some holidays). Pro Cooperative's Feed Department Manager, Nick Koster shares, "to keep up with the demand of feed delivery requested in the area, Pro Cooperative has purchased two brand new Peterbilt feed trucks. These two new feed trucks can haul 450 tons of feed per day per truck. The goal with these new trucks is to deliver feed in the most efficient and the most cost effective manner possible." In late October, the new trucks successfully started delivering feed. Pro Cooperative is very excited about these two additions to the Feed Department. Be sure to call Pro Cooperative's Ayrshire location to learn how to optimize your livestock's feed needs!





POCAHONTAS

"If the farmer wants to dump grain in Pocahontas, we will take it! Pro Cooperative is ready to receive corn at our Pocahontas grain location for the 2020 harvest!" Dan Wallace, Pocahontas location manager shares with great excitement. The construction at our Pocahontas location will not negatively affect this year's movement of grain at the location. With harvest starting in our area, Pro is excited to have this new site! Construction is nearly complete on the large 750,000-bushel corn bin as well as the wet corn bin. Wallace goes on to explain the corn dryer is scheduled to be completed mid-harvest. Harvest is here and the Pocahontas location will be ready to receive grain!

RUTLAND

The skyline looks a little different these days in Rutland! The new 750,000-bushel bin in Rutland is also nearly ready just in time for the 2020 harvest! Ron Trenary, location Manager for the Rutland location reports, "Our Rutland location is ready to receive grain! This harvest is starting earlier than previous years, but we are ready, and we are excited to use this facility for the 2020 harvest!" In addition to the large new bin, the facility in Rutland also installed a new receiving pit and leg. The construction for this site started in early June and is now wrapping up just in time for harvest. The Pro Cooperative Team wants to wish our farmers a safe and successful 2020 harvest!



ROLFE

At the beginning of the summer of 2020, the construction at the Rolfe location began for the 120,000 gallon anhydrous ammonia tanks. The objective was to replace the old storage anhydrous ammonia tanks with four updated 30,000 gallon tanks. With this upgrade, the location will be consolidating the storage facilities of Gilmore City, Bradgate and Rolfe. Dana Gee, Agronomy Dept Mgr explains, "the speed and efficiency of this new facility is going to help the farmer exponentially! Our goal of this project to hold more anhydrous ammonia while being able to fill the farmers tanks quicker! This is a huge upgrade for our south locations and Pro is very excited!" The project is expected to be completed in mid-October.

NICK KOSTER - PRO'S NEW FEED DEPARTMENT MANAGER

Pro Cooperative is very excited to announce Nick Koster has been promoted to Feed Department Manager as of September 15, 2020. "I am extremely proud of all the feed department's accomplishments and achievements!" Koster shares with enthusiasm.

His previous position at Pro was Feed Operations Manager where he oversaw the day to day operations of the feed mill in Ayrshire. With his new promotion, he will now lead the entire feed department at Pro Cooperative.



At the beginning of 2015, Nick Koster joined Pro Cooperative's feed team. Koster explains, "I have been around livestock and the feed industry my entire life. At the time that the Ayrshire Feed Mill was looking for a location manager, I was working at DFS but I wanted to grow as a person and challenge myself with more leadership opportunities." He continues, "when I came on board with Pro Cooperative, the feed mill in Ayrshire was less than a year old and I was excited for the future potential for this location, the feed department, and the company." The Ayrshire feed mill was built to consolidate the feed mills at other locations. This made the Ayrshire location very critical for the company and Koster was the man to help make this location and department successful. After being the location manager for a few years, he was promoted to Feed Operations Manager in 2018.



When asked what he is most excited for when he thinks about the future of Pro Cooperative's feed department, he explains, "I am looking forward to working with my coworkers and customers to continue growing the feed department and Pro! I really want this department to not only be profitable but also successful!" Pro Cooperative wants to congratulate Nick on his new promotion to Feed Department Manager and say thank you for your continued hard work, leadership, and support of the company!



GREG AHLRICH - PRO'S NEW OPERATIONS III LEADER

Pro Cooperative congratulates Greg Ahlrich as he takes on the new role of Operations III at the Pocahontas Elevator Location. Ahlrichs started out working for Pro Cooperative in 2003 at our Pocahontas location on the grain side and made a quick shift to the agronomy department. After a position opened in the fuel department, he transitioned into the role as a Propane Service Technician in 2010. When asked what he enjoys about Pro, Ahlrichs shares, "it is the connections with the farmers and the customers. I want to continue to have those connections and to provide the necessary services through my new role at Pro Cooperative!"



Ahlrichs' new role at Pro Cooperative is keeping day to day operations running smoothly as well as assuming location manager's responsibilities in his absence. Ahlrichs is under the supervision of Dan Wallace, Pocahontas location manager. Wallace echoes Ahlrichs's excitement for Greg's promotion and shares, "Greg is a great asset to our Pocahontas location! He knows the area well, he has great connections with farmers and has a diverse experience in many departments of Pro Cooperative including grain, agronomy, and fuel!" Ahlrichs transitioned into the duties of Operations III at the Pocahontas location on September 1st and will continue to deliver propane until a replacement is found. Congratulations, Greg!



VERONICA KNUDSEN - PRO'S NEW CUSTOM APPLICATOR

Another exciting change at Pro Cooperative is Veronica Knudsen at our Rolfe location. She is transitioning to be a Custom Applicator from an Administrative Assistant the beginning of September! Originally from Kansas, Veronica started working for Pro Cooperative in March of 2019. The part of her job as an Administrative Assistant that she enjoyed the most is the customer interaction and helping the farmers with their grain. Veronica's new role will still have the customer interaction, in addition to other new responsibilities like organizing chemicals and seeds, daily maintenance around the Rolfe locations, spraying fields for the farmers, among other duties.



Veronica has always had a mindset of getting her CDL and Applicators license, which has made this transition into the role of Custom Applicator simpler. Knudsen acquired her temporary CDL to assist with the busy times at Pro like during planting and harvest. Pro Cooperative joins Veronica in sharing this exciting shift into her new role as a Custom Applicator – Congratulations, Veronica!





LEROY SIMONSON

LeRoy Simonson finds pleasure in the little things in life. LeRoy was born and raised in the Rolfe area. After meeting his wife in 1959, they had four children together. LeRoy has always wanted to be a farmer, but he has also been very active with fixing machines. As shared by LeRoy, one of his favorite places is in his machinery shed, fixing things around the farm and crafting with his hands.

"In 1882, my grandfather homesteaded on the acreage (near Rolfe) and shortly after, he started this farm. When I was growing up, my father and my grandfather would get shipments of cattle from out west on the railroad that goes through Rolfe and they would herd the cattle off the cattle trailers and drive them with horses to our farm site. My grandfather and my dad showed me why I wanted to be a farmer!"

At the peak of their operation, LeRoy and his family had one of the largest cattle feedlots in the area with over 1,000 head of cattle at one time. When LeRoy started farming 60 years ago, things looked a little differently than they do today. "Today, the hardest part about farming is staying up to date on the markets and knowing when to buy and sell my grain! Thankfully, I have amazing connections at Pro, especially in the grain department. They are always willing to help me and are so nice to work with". Thank you LeRoy, for your dedication to Pro Cooperative and your continued membership.

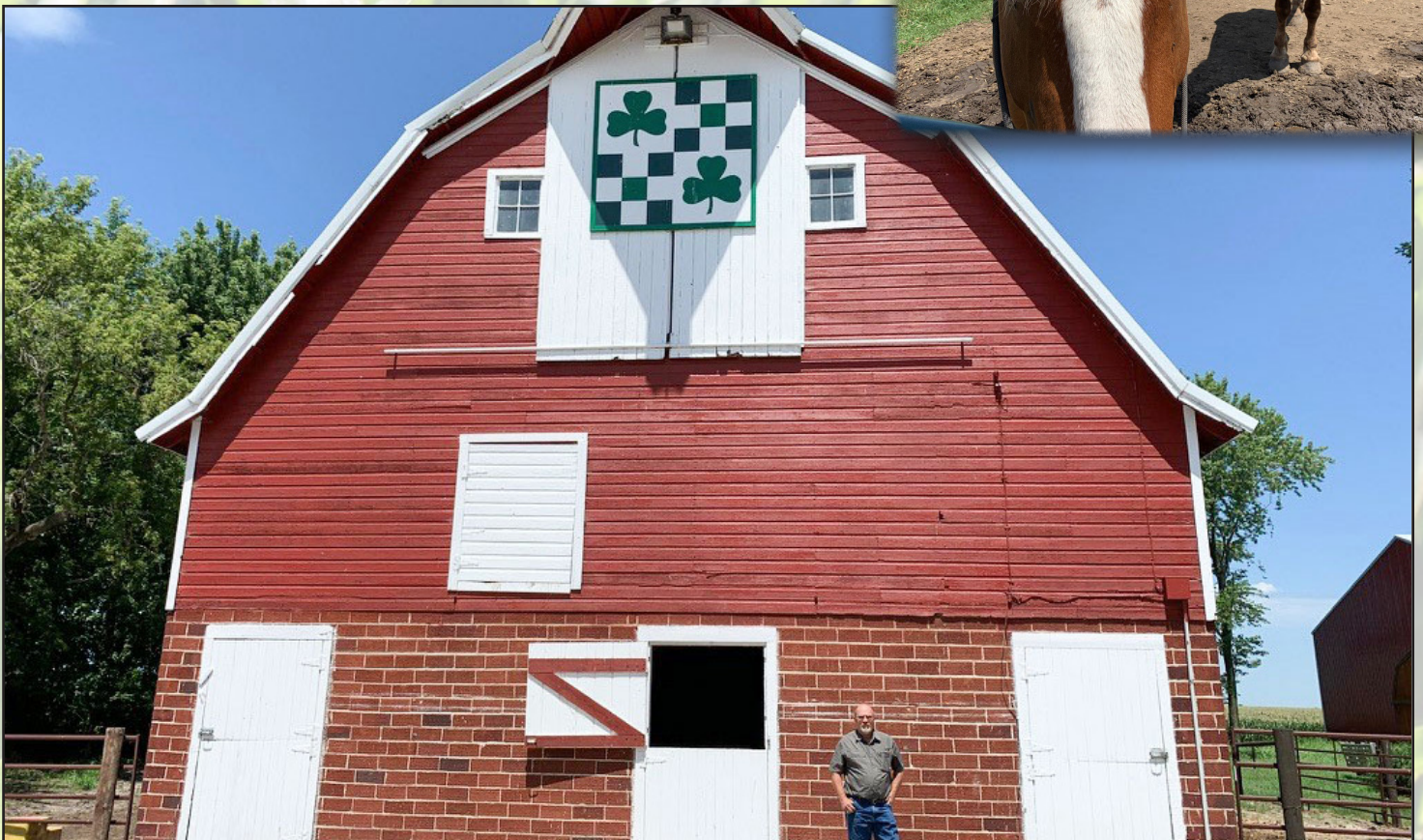


TIM ROUSE

When stepping onto Tim and Cheryl Rouses' farm, it feels like one is stepping back in time. By looking around their farm at their beautifully historic horse barn to the traditional farmhouse, their farm can almost tell their family's story. The family's draft horses are not only beautiful to look at in the pasture, they also had a purpose on their farm back in the day: plowing the land for Tim's family's crops. Tim and Cheryl, as well as their two children, Nick and Christe, have preserved their family's past while still looking to the future. As of 2019, the original farm site turned 100 years old, making it a century farm.

A unique piece to Rouse's century farm is the original barn that his great grandfather built. The barn is actually still used today with the same purpose of housing the family's horses. Tim Rouse's great grandfather purchased the farm in 1919 and built the horse barn in 1920. Additionally, his great grandfather started raising hogs shortly after moving to the farm site. While speaking with Rouse, it is apparent that they have a strong passion for farming as well as the preservation of their past.

Rouse shares, "farming can be hard work, but stick with it. There isn't always an instant reward, but when you get to the point of a payoff, it is worth the wait!". Pro Cooperative wants to thank Tim and his family for continuing to be a loyal customer!





BRAD COOK

"I went to college to find out what I wanted to do as a career, I ended up wanting to move back home and take over the family farm!" Brad Cook, a Havelock native, has had a passion for farming since he started helping his grandfather on their farm 22 years ago.

From the time Cook first started working with his grandparents at their farm, Cook describes the experience as eye opening and he could envision himself doing that same profession following high school and college graduation. Since the time that his father and grandfather started farming, Pro Cooperative has been the Cook's preferred cooperative. As described by Brad, "the services that Pro Cooperative offers are competitive to other companies in our area. Pro Cooperative's a local company and

one thing my dad and his dad expressed great pride in is supporting local businesses, and I intend to do the same.

My dad and grandfather made great connections with the Pro Cooperative team members and I plan to continue to work with them in the future!"

Cook goes on to share about the connections that he has made with Pro Cooperative team members. Cook shares, "the relationships that I have with Pro employees, especially Jamie and the rest of the grain team, and Dave in Havelock for my agronomy needs, is what motivates me to continue to work with Pro Cooperative! They are extremely helpful and nice; they all are really great to work with." We appreciate Brad Cook's continued support of Pro Cooperative. Thank you, Brad!

Pro Cooperative's past board member, Kevin Clausen, has strong family roots in his farming operation. Clausen has been working and farming alongside his father since childhood. Shortly after graduating from Iowa State in 1983, he took over his family farm from his father while continuing to work alongside him. Today, his 85-year-old father continues to help on the farm, driving machinery around the field and doing small, odd and end jobs. As described by Clausen with excitement, "my son, Cody, will be taking over the farm in the very near future! I have enjoyed working and learning from my father, and I am excited to help transition Cody to the owner of our farm just as my father did for me!". At the beginning of Clausen taking over the farm from his father, he

knew that he wanted to protect the earth and be smart with his farming practices. Clausen and his family live and farm near Havelock. A few years ago, their farm implemented a vertical till disc while doing a no till bean rotation. Clausen's explains the advantages that he saw with these implementations to their farmland, "I started these programs on our farm to save the farmland. I want the ground to be tillable and have enough nutrients and still be functional and profitable for when Cody takes over. I hope with the practices that we have implemented in recent years will conserve the soil and prevent erosion while increasing yields on our crops." Thank you, Kevin and Cody for continuing to support Pro Cooperative.

CODY & KEVIN CLAUSEN



AGRONOMY UPDATES

Take advantage of strong financing rates and participate in pre-pay discounts!

Secure by WinField United provides attractive terms for lines of credit (LOC) for qualified operations that purchase WinField United seed treatments. CROPLAN and partner – branded seed products sourced by WinField United. Exclusive 0% and 2% fixed APR rates are offered for qualified operations. Details of the offer: - Rapid Application Process: single page easy application to help you save time. -Keeping You in Mind: low fixed rate APR financing terms combined with an extended maturity, out to Feb 2022, allowing you to make payments on principal after harvest. -Seed and Seed Treatment: can be used to purchase qualifying purchases of WinField United branded and partner branded seeds.

The brands of seeds available for seed financing with Pro Cooperative:

Dekalb/Asgrow
Northrup King (NK)
Croplan
Brevant
Stine



Contact your local Pro Cooperative Agronomist to learn more!



ENERGY UPDATES

6 Safety Tips for Propane Fueled Homes

1. Do not under any circumstances, try to modify or repair valves, regulators, connectors, controls or other parts on appliances, cylinders, or tanks
2. Know the smell of propane. It smells like rotten eggs or the odor of skunk spray
3. If you paint your tank, use only white or a bright color, this will deflect heat
4. If you have added a propane appliance recently, let your propane provider know so they can perform the proper safety checks.
5. Make sure all your appliances are properly vented
6. Know where your gas lines are

For more info and safety tips, visit Propanelowa.com.



5 Steps to Lower Your Home Energy Bill

1. **Use a programmable thermostat** - Homeowners can save about 10% per year on heating and cooling costs and consumer less energy.
2. **Let the sun shine in** - Open the blinds and use skylights for extra heat and light
3. **Switch to energy star appliances and light bulbs.** On average, Energy Star appliances use 10% to 20% less energy than standard appliances.
4. **Reduce your water heating expenses.** Look to switch to a more cost-effective water heater to cut costs.
5. **Consider the energy source for your major appliances.** Propane appliances offer reliable comfort, better savings, and sustainable living. Propane also outperforms other energy sources and can power a wide array of appliances in a home

For more info and safety tips, visit Dept of Energy's website.

FEED UPDATES

Pro Cooperative's Tub and Mineral Sale!



For questions or to ensure the product you would like is at your preferred Pro Cooperative location, please contact:

Haley Davis 712-358-2494 or
Chris Bormann 507-220-3610

Sale dates: Sept 21, 2020 – Dec 31, 2020
-No Minimums!-

Qualifying tubs include:

- Wind & Rain All Season 4 Availa 4 Mineral Tub (225 lbs)
- Wind & Rain All Season Altosid Mineral Tub (225 lbs)



Tub Prices:

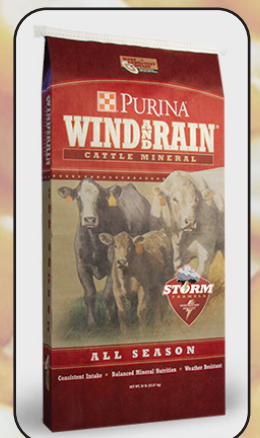
- \$20/ton (8 tubs) or \$2.50/tub
- 5% Full Pallet Discount

Qualifying bagged minerals include:

- Wind & Rain Storm Front All Season 7.5 Complete
- Wind & Rain Storm Front All Season 7 Complete Availa 4
- Wind & Rain Storm All Season 7.5 Complete Altosid

Bagged Minerals Prices:

- \$40/ton or \$1/bag
- Mineral Including Altosid: \$50/ton or \$1.25/bag
- 5% Full Pallet Discount



GRAIN UPDATES



“The new corn receiving pit in Pocahontas is exceptional! The pit is SO fast! By the time a farmer would get out of the tractor, their wagons are nearly completely unloaded!” Geoff Peterson, Grain Department Manager, explains our new additions to the Pro Cooperative’s Grain Department and how they assisted in a successful 2020 harvest. “Pocahontas and Rutland’s new grain storage and dumping facilities have helped us stay ahead during this dry year. Both locations have been nearly 100% operable since the beginning of harvest in early September. “

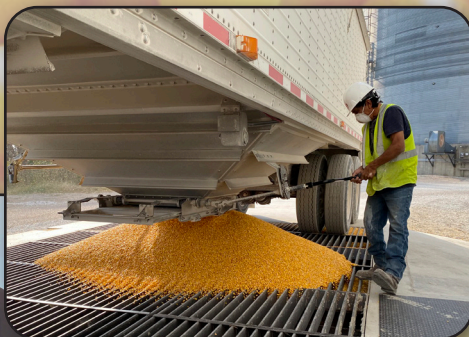
Pocahontas



Rutland

The Rutland facility has farmers from all over the area coming to see the facility and using the new receiving pit, new grain bin, and conveyer. “This facility has some great features including, an on-scale ticket printer, grain returning probing device, an extremely fast grain receiving pit, and friendly staff!” shares a loyal farmer to the Rutland facility.

This addition in Rutland as well as the updates in Pocahontas to Pro Cooperative has been very beneficial for the company as well as our location’s communities. Pro Cooperative would like to thank our farmers for their patience during this harvest season and for their continued support of Pro Cooperative.



PRO'S NEW MANSON LOCATION MGR: AARON HEGGEN

There is a new face at the Manson location! At the beginning of July, Aaron Heggen, became the new location manager for Pro Cooperative's Manson location. Heggen has grown up around the agricultural industry. He started with loading crop duster planes as a part time job in high school. Following his graduation from NDSU with a Crop Science Degree, the Argyle, MN native began working in the agronomy sector of the industry. Heggen explains, "This was a great learning experience for me! I started basically at the bottom of the totem pole but I knew that I was in the right industry because I really enjoyed working with farmers and helping them succeed!"



Shortly after working in the agronomy sector, Heggen made the transition into the grain world of the cooperative system. "I have worked for many companies, but one of the greatest personal development jobs that I had was working for Cargill in their grain department." Heggen goes on to share, "The experience opened my eyes into the world of what happens to the crops after they leave the farmer's fields and then sold to cooperatives. I helped farmers grow crops while also helping them sell their grain." This experience working at Cargill helped him confirm that working in the cooperative world was where his heart was.

When asked what Heggen enjoys about working at Pro Cooperative, he shares with enthusiasm, "I really like the atmosphere and the people that work at Pro! They are nice and are easy to work with and the coworkers that I have in Manson are awesome! The company really wants to see others succeed and they are always willing to help. The kindness and progressive attitude that this location here in Manson as well as the leadership team in Pocahontas is also a piece that I really like about Pro Cooperative. I am really excited to continue this journey with Pro Cooperative." Welcome to Pro Cooperative, Aaron! Pro Cooperative is excited to have you and your leadership join our team!



PRO IS SEEKING MEMBERS FOR BOARD

Pro Cooperative is a member-owned cooperative who is looking for board members to help ensure our farmers voices are heard across our locations. Some qualifications of becoming a Pro Cooperative board member includes:

- Being a fully-paid member of the company, believe in, invest in, and patronize the Company
- Demonstrate understanding of cooperatives and their purposes
- Be a Class A Member of Pro Cooperative
- Have a strong interest and current knowledge of economics and business conditions affecting agriculture and farmer cooperatives
- Be loyal to the Company, demonstrate faith in its aims and purposes, and be active in participation of its programs and services.

NOW HIRING 2021 SUMMER INTERNS

Pro Cooperative is proud to be playing a role in offering the future of agriculture a learning opportunity for today's students! Pro Cooperative offers an internship program every summer.

While this year might look a little different to how we will be recruiting for our internship program, we are very excited for next year's program! For more information and to apply for the internship program, please visit www.procooperative.com/careers.

The programs we are offering for the summer of 2021 are:

-Agronomy Crop Scouting Intern

-Agronomy Sales Intern

-Feed Operations Intern

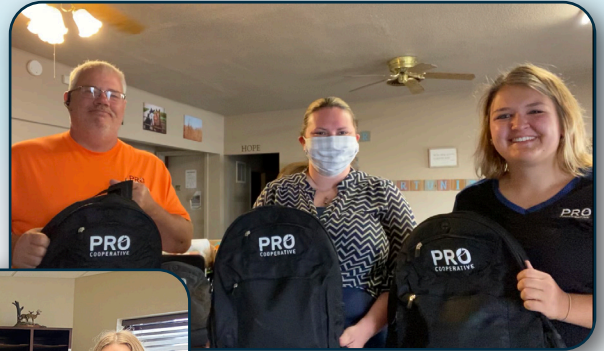
-Human Resources



PRO HELPS THE COMMUNITIES



Pictured above from L to R:
Greg Alrich, Diana Yocum,
Tyler Denton, Larry Laid,
Trenton Plaht & Burley
Kemp



Pictured above from L to R:
Larry Laid, Kristen Hall
(UDMO Rep) & Grace
Vatthauer



Pro Cooperative employees from locations across northwest Iowa donated school supplies to the 2020 Back to School Program through The Upper Des Moines Opportunity. Together, Pro Cooperative employees were able to donate over 200 items including 10 backpacks, multiple boxes of supplies as well as a monetary donation of \$300! The donations will benefit students and schools all across Iowa. Pictured in the center photo from L to R: Megan Hauswirth, Rod Stoullil, Tyler Denton, & Shelby Loomis (Pro Cooperative's HR Intern)..

Earlier this summer, Pro Cooperative donated a pallet of field marking chalk to the Graettinger-Terrill/ Ruthven-Ayrshire Titans Baseball and Softball programs. Pictured with the GT/RA Titan Baseball team is Pro Cooperative's Susan Sikora & Grace Vatthauer.



CUSTOMER & EMPLOYEE APPRECIATION GRILL OUT!

During the 2020, Pro Cooperative wanted to thank our farmers and our employees on their hard work and dedication to Pro! For three weeks, starting in late September through October 16, Pro Cooperative's management team grilled and served burgers and hotdogs at 13 of our locations! It was a great success! Thank you, Pro Cooperative employees and customers for making 2020 a successful harvest!



Pictured above are farmers enjoying their meal outside at the Bradgate location



Pictured above is Pro's CEO Intrum, Scott Summa and HR Director, Ofelia Rumbo grilling



Pictured above is Pro's Rod Stoulil grilling the meat and handing a meal to a farmer

PRO'S 4TH ANNUAL HARVEST PHOTO CONTEST

Our 4th Annual Harvest Photo Contest is now underway!

Email your submissions to gvatthauer@procooperative.com by Friday Nov 6th.

Prizes will be awarded!

Official Rules:

1. Limit two entries per participant.
2. You do not need to be a Pro Cooperative patron to enter.
3. All entries will be posted to our Facebook Page.
4. Voting will last one week. Winners will be determined by total points. A LIKE is worth 1 point and SHARES worth 2. Shares must be set to public to register.
5. Winners will be announced on the Pro Facebook page and contacted by email.
6. Winners will also be included in our Quarter 2 PROVISIONS Newsletter in January.
6. All photos entered become property of a Pro Cooperative and may be used in future advertisements and promotions.



PO BOX 189
17 3rd AVE NE
POCAHONTAS, IA 50574



LOCATIONS

Ayrshire	515-884-8410	Laurens	515-890-5460	Rolfe	515-890-5430
Bradgate	515-375-6523	Manson	515-890-5409	Rolfe Heartland ..	515-890-5473
Estherville	712-362-3857	Milford	712-338-2223	Rolfe TBA	515-890-5463
Gilmore City	515-373-6174	Pioneer	515-373-6513	Ruthven	515-884-8430
Gilmore City TBA..	515-373-6452	Pocahontas	712-335-3575	Rutland	515-332-1491
Graettinger	515-884-8298	Pocahontas HQ ..	712-335-3060	Terril	515-884-8452
Havelock	515-890-5402	Pocahontas TBA..	712-335-3611	Wallingford	515-884-8462
		Plover	515-890-5420		