

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 3

APRIL 2021





A NOTE FROM PRO'S CEO: TERRY PANBECKER



Spring is here and planting season has begun! After a hard and cold winter, this season brings hope and opportunity. This spring presents opportunity for personal growth and development within our team as well as opportunities for Pro Cooperative as a company to refocus on our mission and core values.

Pro Cooperative's employees are the backbone for the success of this company. As I reflect on this past winter, I cannot help but feel gratitude in how supportive, passionate, and driven the team is here at Pro. We have endeavored through frigid temperatures, intense winds, ice storms and COVID-19. We are still all here—stronger than ever! I want to thank all the Pro Cooperative team as well as the members and customers of Pro for continuing this adventure. Your continued efforts and contributions are valued every day.



Panbecker listening to Matt Pedersen at the Pocahontas TBA

There are numerous exciting things happening here at Pro during this season! Some include numerous employee trainings for safety and for gaining personal technical knowledge. There are also multiple improvements at facilities to increase efficiency and safety for customers and staff. We are also in the process of rebuilding the relationships with our members and customers - that is what Pro's success comes down to daily, the positive customer and member relationships. All these actions are refocusing us to the mission and the core values of Pro Cooperative. The goal is to build lasting partnerships by being PROactive, PROgressive, PROfessional. We are a whole farm solution company, and I am extremely optimistic for the future of Pro Cooperative.



Pictured here are Pocahontas' Jeff Jacobs and Tyler Denton with Panbecker



1 MILLION GALLONS IN 15 MONTHS...



“When I started in 1977, I knew that Pro Cooperative was a great company to work for! Pro Cooperative offered an opportunity for me to grow my auto mechanical skills, enhance my leadership abilities, while also financially supporting my family and our travels. I still believe those same core values are true today; I really have enjoyed my time working for Pro - I love getting up every morning and coming to work!” - Bob Allen



With just over one year of the fuel truck being on the road, Bob Allen celebrated the fueling of his 1 millionth gas pumped in this new fuel truck in late February of 2021! The truck was purchased in late September of 2019 and was making deliveries all around the trade territory by early November of 2019. This truck has been a huge expansion for Pro Cooperative’s fuel and energy department. Allen, basically the sole driver of the truck, shares very proudly, “With the exception of a few deliveries, I have delivered almost every gallon since the truck first hit the countryside about 15 months ago.”



Pictured here is Bob filling his 1 millionth gallon in the new truck.

November 7th, 2019, Bob Allen drove to his first delivery in Pro Cooperative's new fuel truck. The Gilmore City area fuel truck driver is also the city's TBA location leader. "Shortly after I graduated college in Emmetsburg, I began my journey at Pro Cooperative on November 7th, 1977 as an auto mechanic. I started in the shop working on tires, oil changes, and other automotive services, then I transitioned to the location manager in 1988". Finally, in 2011, he added fuel truck driver to his list of skills! When Allen first started at the Gilmore City TBA, it was a brand-new facility. Allen also shares that since the first initial opening in 1976, under Bob's management, the location has made some improvements including a new semi-truck bay, updated the fuel pumps making them a 24/7 card trol and now have added this new fuel truck.

Somedays, especially in the fall, I spend more time in my truck than I do at my house!" On average, Bob shares that he delivers about 4,500 gallons per day and spends between 6-10 hours per day on the road delivering fuel. "First thing I do every morning at 7 am is check my messages in the office to see if any new fuel orders came in overnight and plan my day. Then I come to Pocahontas and fill the truck up at our bulk plant and then head to deliveries." Allen goes on with elation, "I have made some really great connections with the customers of Pro Cooperative; they are extremely loyal and amazing to work with! In addition, I cannot give enough credit to my team in Gilmore, we all three work really well together and I am excited for the future of Pro's energy department and for this location". Pro Cooperative is extremely excited for Bob and his achievements here at Pro. Congrats, Bob!



Pictured here is Bob pumping gas into an underground barrel and printing the ticket in his truck



PRO'S NEW ADMINISTRATIVE ASST: POCAHONTAS-BRIT HAMMEN

If you have stopped into Pro's Pocahontas location recently, you probably would have been greeted by a new face. Before the retirement of long-time employee, Sheryl Dayton, Brit Hammen joined the Pro team to 'learn the ropes' prior to Sheryl's retirement in late March. Hammen shares, "Sheryl is an awesome woman who was extremely respected and knowledgeable in all facets of this company and community. It is my goal to continue to create and grow those relationships with the farmers and customers of Pro Cooperative". Hammen, a Jolley native, went to school at Iowa Central for business. Following her graduation from college, she worked as a hospital Physical Therapy Technician. When she heard about this opening at Pro, she took this as an opportunity to expand her current knowledge of agriculture. In Hammen's free time, she enjoys assisting with youth rodeos and working on her family's cow/calf herd. "I am passionate about agriculture, helping other people and interacting with the public. I am really excited about my new role at Pro Cooperative!" Welcome to Pro, Brit!



PRO'S NEW ADMINISTRATIVE ASST: GRAETTINGER-BECKY JOHNSON



"My goal in this position is to continue to grow relationships with farmers and growers". shares Graettinger's new Admin Assistant, Becky Johnson. Johnson knew this opening in Graettinger was an opportunity she wanted. Johnson goes on explaining, "I am a person who likes to stay busy and learn new skills. Understanding the grain industry and its lingo is currently a skill that I am trying to learn. This position in Graettinger provided me an opportunity to continue learning in the Agricultural industry. I am so appreciative of those at Pro that have helped me continue to learn and grow, especially in the grain department. Pro's grain team is fantastic and so experienced; I hope to continue to gain knowledge from my fellow team members". Johnson studied Finance at the University of Arkansas and following graduation, she started selling insurance. When Johnson joined Pro in 2020, she started as an Admin Assistant at Pro's Ayrshire Feed Mill. Johnson shares her goal for her new position in Graettinger is to continue growing the location and to grow relationships with patrons, farmers and fellow Pro team members. Congrats on your new position, Becky!

PRO'S NEW POCAHONTAS LOCATION MGR: JEFF JACOBS

Pro Cooperative is excited to welcome Jeff Jacobs to Pro's Pocahontas elevator and the Pro Cooperative team! Starting March 22nd, Jeff Jacobs' began his role as the location manager. He shares, "My previous experience in the agricultural industry has helped equip me for this opportunity at Pro. I have been in the cooperative world for 29 years; I am excited to continue to learn and join Pro! I believe in Pro's mission and vision for the future success of Pro Cooperative, and I want to be a part of the success of this company". Jacobs joins Pro after being at North Central Cooperative for over 29 years; he was looking to continue growing his leadership skills and was ready to move into a managerial role. When asked why he enjoys working at Pro Cooperative, he responded, "everyone here at Pro works together. It is like a very large family, everyone works together. Regardless of title or position, what it comes down to everyday is how can we, as a Pro team, continue to make the company be efficient and successful."



"Pro Cooperative is very family oriented! Right from when I started, I felt like I was welcomed into a large family. Those that I have interacted with at Pro care about me, my fellow team members, our locations, and the overall success for our company."



Jacobs has a deep background in agronomy and the grain sector of the cooperative industry. "Prior to Pro Cooperative, I was the Grain Supervisor and Seed Manager at North Central Cooperative. This role really helped me expand my knowledge of the agricultural industry as I grew up on a farm. I have always had a passion to help farmers in the area." The Auburn native goes on to share that one of the things that he is the most excited about his new position at Pro is the opportunity to pass some of his industry experience and knowledge onto his fellow team members.

"Whether it is connecting with other Pro locations' team members, learning more about my team here in Pocahontas, or networking with the producers and members of Pro, I have truly enjoyed getting to know more about Pro Cooperative the past few weeks and I look forward to continue learning," explains Jacobs. Outside of being a location manager, Jacobs enjoys golfing, fishing, and taking his wife and three children on ATV trips to Missouri. Welcome to Pro, Jeff!



PRO'S NEW STRATEGIC ACCT. SPECIALIST: MARK STROHMAN



“Right now, Pro Cooperative has some awesome things happening! Our management, an amazing customer and member base, as well as all the new projects and company improvements really make coming to work every day enjoyable.”

As of mid-February, Mark Strohmman was promoted to Pro's Strategic Account Specialist! This is a new position at Pro Cooperative; Strohmman will be a salesman for both fuel and livestock feed. The Emmetsburg native joined Pro Cooperative in Sept of 2019 as a Swine Feed Specialist. Since 1993, when he departed from the United States Marines, Strohmman had worked in the cooperative system including numerous neighboring cooperatives. Strohmman shares, “After graduating high school, I joined the Marines. My time in the military definitely helped prepare me and set me up for my future endeavors. The military taught me teamwork, confidence and leadership; all skills that I use in my job here at Pro everyday!” Strohmman goes on explaining that his daily goal here at Pro is simple; to help a customer satisfy their wants and their needs within the feed and fuel industry. “I want every customer and member that I interact with to feel valued and important, because that is what it comes down to – our customer's satisfaction”.



There is a good chance that you have seen Pro Cooperative's Mark Strohmman driving around the countryside. “My office is my truck! I spend a great majority of my week driving the trade territory talking with current farmers, networking with potential customers, and ordering the products they are looking for. I did not grow up on a farm, but I have always appreciated and enjoyed interacting with farmers. I learned everything I know,” Strohmman shares with excitement. When he is not at work, Strohmman enjoys being in his vegetable garden with his wife and three children, playing Euchre in his weekly card club, and taking 4-wheeler trips across the United States with his family. Congrats on your new position, Mark!

PRO'S NEW ACCOUNTING SPECIALIST: MICHELE SCOTT

"I love numbers, interacting with Pro's members, and learning new skills; this position is right up my alley!" Prior to her current position as the Accounting Specialist at Pro's Headquarters office in Pocahontas, she was the Admin Assistant in Graettinger. She explains that position in Graettinger offered her the chance to learn agriculture and how the cooperative world works. "I did not grow up in agriculture, but I have a deep desire and passion to help farmers be successful. I really enjoy interacting with the public and being a team player here in the office".



"I really like that Pro offers the ability to move around and advance in one's career within the company. I started as an administrative assistant in Graettinger and a few short years later, I am now the Accounting Specialist. Pro is willing to train any person who has the passion and drive to be successful."

During her schooling at Buena Vista University, Scott worked at Winther, Stave & Co., LLP in Spencer. "I had all three of my kids while I was attending school and working part time. It was a challenge to wear all three hats of being a mom, a student and be pursuing a career at the same time, but I was determined. I wanted to get an education and graduate from BVU!" Scott received an accounting degree and started working for Pro shortly after graduation.



The Graettinger native is excited to work alongside Tricia Applegate, Pro's Accounting Controller, and the other members of the management team here at Headquarters. "The management team at Pro works really well together and I believe in the company's vision for the future. I want to continue growing, learning, and educating myself in the cooperative world here at Pro." In Scott's free time, she enjoys being apart of the Tuesday night golf league in Graettinger, taking walks with her dog and spending time with her three children and friends. Pro Cooperative would like to congratulate Michele on her new role at Pro!

PRO PARTNERS WITH ILCC FOR TRAININGS

Throughout the months of January, February and March, Pro Cooperative's team members had the opportunity, through a partnership with Iowa Lakes Community College, to attend educational trainings. These exercises provided hands on training in numerous computer classes including Excel (levels 1-3, for beginners to experienced), Microsoft Outlook, Microsoft Word. In addition, numerous Pro team members became CPR and First Aid certified. All these courses were held at the ILCC campus in Emmetsburg and Pro's HQ office.



Pictured above in the center are Pro staff attending the CPR and First Aid course offered through Iowa Lakes Community College. In the left photo is Pioneer's Corey Anderson practicing how to use a tourniquet in the case of excessive bleeding. In the photo on the right, Ryan Peters from Manson and Nick Koster from Ayrshire performed CPR on the training dummies. In this class, participants also learned the signs of a stroke, how to detect a heart attack, and general first aid. About 50 team members attended this training spanning over two days and multiple sessions.



Pictured to the left are participants from the Excel 1 class for beginners. This class was the start of the training series with Iowa Lakes Community College. About 50 Pro team members attended these Excel trainings in Emmetsburg and Pro's HQ.

Earlier this year, Pro's Agronomy Department wanted to ensure constancy and safety for spring 2021. The Dept. held a training where 18 Pro staff members learned more about anhydrous toolbar maintenance as well as trouble shooting agronomy issues. This a great success to learn more about safety and agronomy prior to the 2021 planting season. Great job to Pro's Gilmore City staff members that presented for this event!



GTRA'S FFA PRESENTS TO PRO'S AGRONOMY DEPT.

In late March, The Graettinger-Terril-Ruthven-Ayrshire (GTRA)'s Future Farmers of America (FFA) Chapter presented their Agricultural Issues presentation to Pro's Agronomy Department at our Graettinger location. This was to practice their presentation, "Does Dicamba do more harm than good in our toolbox of herbicides?". These students from GTRA won the Northwest District FFA Forum Contest earlier this year. In addition, these students will be performing this forum at the State FFA Contest in Des Moines on April 18-20. The GTRA students are: Kylie Ness, Kenzie Demoss, Ben Borchers, Evan Bisgaard and Cheyenne Schroeder. Good luck at State Contest, GTRA students!



Concluding the FFA presentation, our agronomy department guided a tour around our Pro Cooperative location in Graettinger. Jake Brown, a Crop Specialist at the location, shared his knowledge about the Hagie Applicator. In addition, the students and their teacher, Ms. Kingsley, were able to ask questions to learn more about agronomy at Pro Cooperative. This provided an opportunity for the students to see the research that they had done for their Dicamba presentation come full circle! Pro Cooperative wants to thank the GTRA FFA Chapter and these students for coming out to perform their forum for our Pro Team!



AGRONOMY UPDATES

Pro Cooperative is now partnering with TALC USA to provide you with premium quality TALC products!

WHY USE TALC USA'S TALC?

- Premium TALC (200 mesh grind from 6.5 microns to 75 microns)
- Increase yield with a micro-nutrient boost (fortified with .7% Iron and 9% Manganese by volume for increase in yield and plant health)
- Eliminates planter issues due to premium grade talc
- More bang for your buck! A Premium talc at a generic talc price, while increasing yields because of added micro-nutrients and finer grind of talc. (Iron 0.7% and manganese 0.9%)
- Talc USA has been bringing solutions to farmers for 13 years
- Products are mined and packaged in the United States and the containers are also made in the USA!



RECOMMENDED USAGE RATE FOR TALC USA 80/20 TALC

- 1/4 cup for 80,000 seeds
 - ~a 20 pound pail of Talc USA 80/20 graphite will treat approximately 210 acres of soybeans at 140,000 seeds per acre, 525 acres of corn at 32,000 seeds per acre
- Factors might affect your recommended usage rate includes: sticky seed treatment, high or low humidity, and seed sizing

Contact your local Pro Cooperative Agronomy Team Member today to learn more about the Talc USA, the Green Cup promotion, and how you could win a \$500 gift!

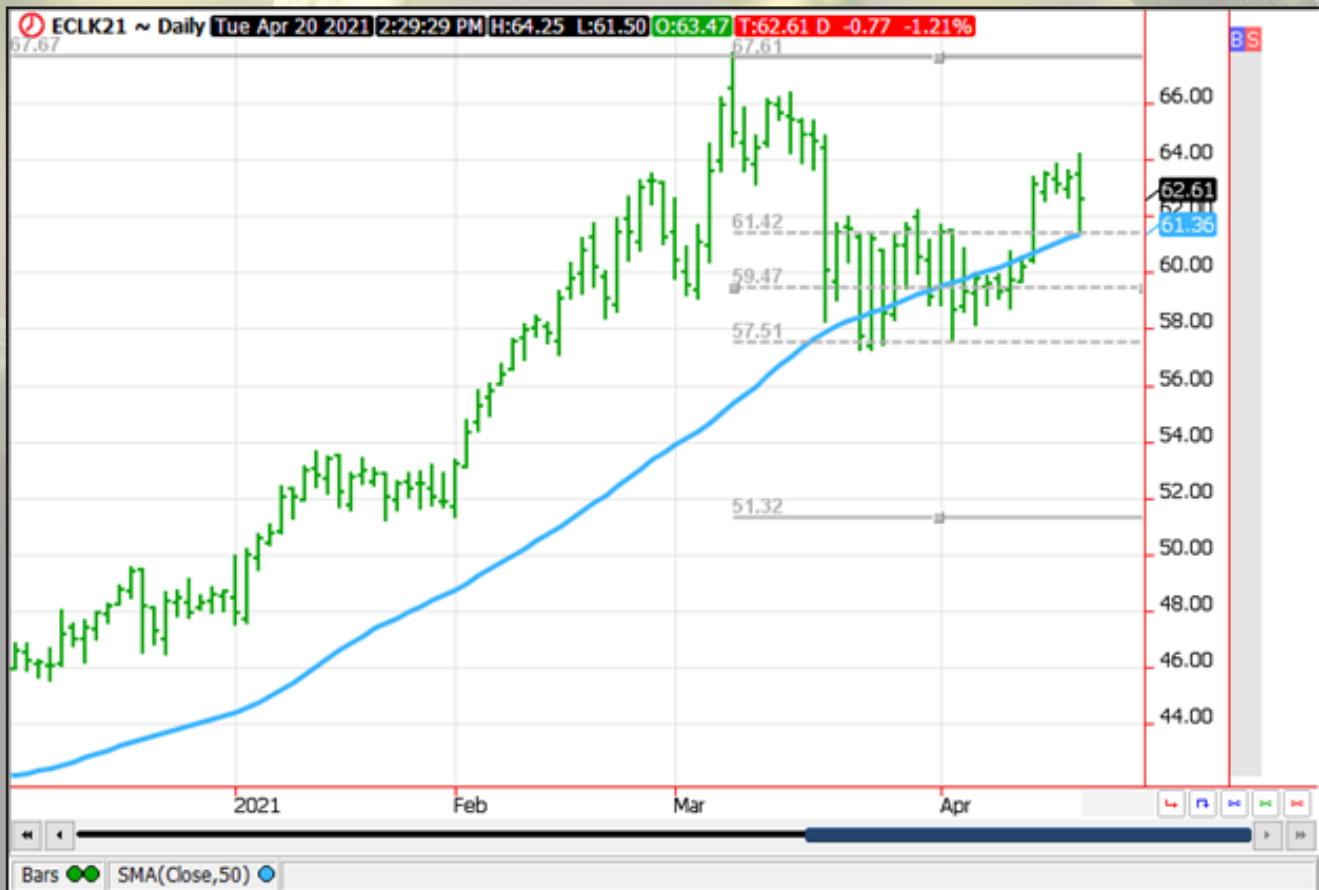


****Products are available while supplies last!****

ENERGY UPDATES

Quick Market Update

As we move closer to summer driving season, we can see many of the same bullish patterns in energy that we see in most of our row crops. While we continue to work through the marketing year, input costs will likely continue to be supported by high commodity prices. The last month has seen some technical corrections on crude, but overall optimism in future demand due to recovery from the pandemic and a weakening US Dollar has kept crude trading above its upper retracement levels.



Pro Cooperative offers a competitive summer fill program and will continue to do so in 2021. Please reach out to your local Pro Cooperative locations in the near future for details.

FEED UPDATES

Pro Cooperative's 2021 Spring Mineral Promotion is now underway!

From March 1st - May 28th, 2021

PROMOTION DISCOUNTS:

*valid while supplies last

Tubs:

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

Bagged Minerals:

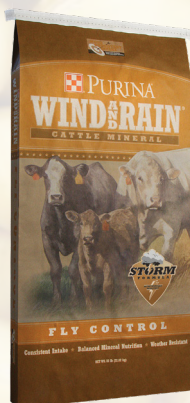
- \$40/ton or \$1/bag
- 5% Full Pallet Discount

Qualifying Products:

- Wind & Rain All Season 4 Availa 4 Mineral Tub (225 lbs)
- Wind & Rain All Season 4 Altosid Mineral Tub (225 lbs)
- Wind & Rain Storm Front All Season 7.5 Complete Bagged Mineral
- Wind & Rain Storm Front All Season 7 Complete Availa 4 Bagged Mineral
- Wind & Rain Storm Front All Season 7.5 Complete Altosid Bagged Mineral

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



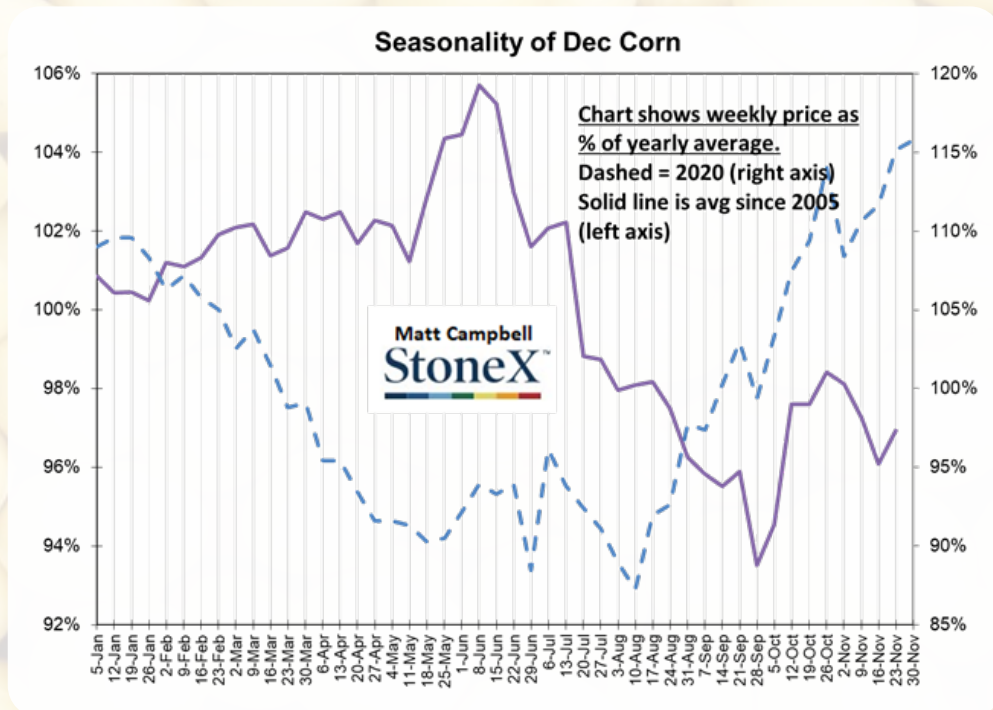
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GRAIN UPDATES

Taking Advantage of Seasonal Markets

In times of uncertainty, rely on proven patterns. The last year has been a marketing roller coaster, but the reliability of seasonal patterns can never be overstated. Our own seasonal habits perpetuate and govern these patterns - some have already taken to the fields, many will soon be planting, and focus will start to shift from old crop to new. The reality is that we are in a period of time where domestic production is in question and as we all know, uncertainty creates opportunity.

The chart below gives an idea of price movement in Dec corn, on average, since 2005. The solid line represents that week's closing price as a percent of the yearly average in the December futures contract. Early-mid June is typically the peak of CZ prices, tailing off through price later expiration and the start of harvest. The dashed line (2020) shows the anomaly that was 2020 - an inverse relationship with peaks in the Fall due to the derecho event, lower than expected yields, and acre loss.



In times of uncertainty, rely on proven patterns. There are a number of ways to market physical grain and maintain market participation. Just as we operate in seasonals, so do the markets. Sound risk management leverages these seasonals and offers stability in an otherwise volatile market.

Contact your Pro Grain Team member to learn more!

PROGRESS AT PRO:

Pro's Updates in Graettinger

There have been some updates occurring at the Graettinger location lately! The location's manager, Chris Jensen shares, "The improvements that we are making here in Graettinger will help us streamline our customer service process as well as improve our equipment reliability here on site." Three of the bigger projects that have been happening this spring includes:



1) A new 24-ton dry fertilizer trailer was added to the fleet. Previously, we had been serving our customer base with two 16-ton straight trucks; this improvement will allow us to serve more acres per load by reducing the number of trips we need to make to our fertilizer plant.

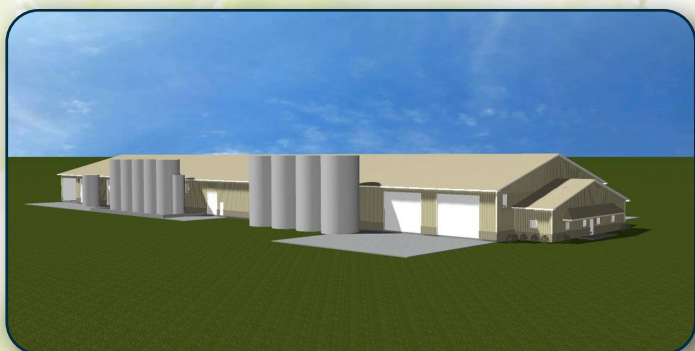
2) We have rebuilt our annex reclaim conveyor with AR400 liner as well as replaced all the idler sprockets. This conveyor pulls grain out of our three large corn bins, servicing over 1,000,000 bushels worth of volume.



3) Pro's agronomy shed on location received a fully rebuilt fertilizer leg. The original fertilizer leg was constructed when the building was built in 1998.

PROGRESS AT PRO:

Pro's New Crop Protection and Seed Shed



Pro Cooperative has broke ground at the new crop protection and seed warehouse in Rolfe! Dana Gee, Pro's Agronomy Department Leader explains, "This building will improve the customer satisfaction in several ways including load time efficiency, accuracy, and product choices. The new warehouse will really help our agronomy department meet customer expectations. We are here to serve the growers of Pro Cooperative and this facility will continue to provide that opportunity as well as meet employee safety, regulatory, and compliance issues well into the future." The facility will be built on the south side of Pro's Heartland Convenience Store.

The Kahler automation gives us the ability to offer more products and services that we were unable to efficiently handle in the past. Furthermore, this facility will help speed up custom application and refilling of tender trucks. "Currently, it takes 45 minutes or more to fill a tender, switch chemical tanks and load the packaged product. The goal will be to do this same process in 15 minutes or less", comments Gee. This addition to the Rolfe location will consolidate 4 agronomy sites around the southern part of Pro's service territory. The 31,000+ square foot facility is expected to be operational in spring of 2022.



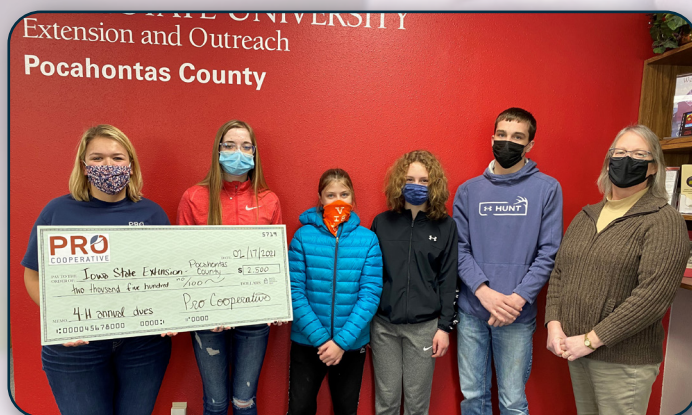
PRO HELPS THE LOCAL COMMUNITIES



At Pro Cooperative, we want to help educate those interested in the agricultural field. In February, Pro Cooperative made a donation to Iowa Lakes Community College - Farm Laboratory. Pictured here receiving the donation from Pro Cooperative's Dana Gee(C)-Agronomy Dept Leader and Jeremy Joynt (R)-Agronomy Sales Leader is Neil Williamsen (L) - an instructor at the farm and Ben Carlson (C), a student at the farm.

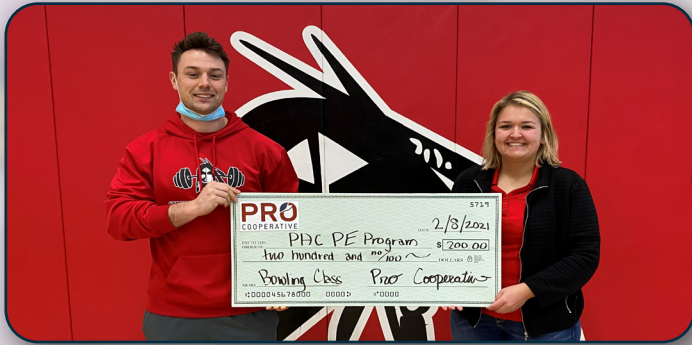


In late March, Pro's Grace Vathauer (L) is pictured here presenting a check to the Terril Public Library's Linda Dingel (R). The Library and American Legion are partnering together to rebuild the kitchen in the city's Community Building. The Terril Community Building is used by many for multiple different events throughout the year including graduations, reunions, Memorial Day programs and much more.



Pro Cooperative's Grace Vathauer made a donation to the Iowa State University Extension and Outreach of Pocahontas County. Accepting the donation are numerous 4-Her's of Pocahontas County. This donation will help cover the 4-Her's entry fees at the Pocahontas County Fair and will directly help the 4-Her's for this 2021 year.





On behalf of Pro Cooperative, Grace Vathhauer made a donation to the Pocahontas School in early February. This donation will help their middle and high schoolers participate in a bowling class at the local bowling alley. Accepting the donation is Jessie Peterson, PAC Physical Education teacher.



Pro Cooperative donated to the Rolfe Enrichment Fund. With this donation and others in the community, the organization plans to purchase a new mower for the Golf Course. Pictured accepting the donation from Pro's Grace Vathhauer (C) are some members of the Rolfe Enrichment Fund.

CONGRATS TO PRO'S ESTHERVILLE LOCATION!



Pro Cooperative would like to share that its Estherville location is 3rd in the United States and 2nd in the state of Iowa for the Sinclair DinoPay app usage at their pumps! Pro's Estherville team member's, Teresa Olson and Jean Watters, showcase the DinoPay opportunity. With this opportunity, the customer can pay at the pump by using their phone! In addition, getting directions to nearby stations is easy and they can even track all purchases from their phone. Stop into our Pro location in Estherville to learn more and to get signed up for DinoPay!



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



LOCATIONS

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