

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 4

JULY 2021





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Some exciting advancements are happening here at Pro Cooperative! To give a glimpse of a few of the highlights in this newsletter, we hosted four town hall meetings in June, and we will be continuing doing them this August. Pro created a new position of Chief Financial Officer; Michael Stegemann assumed that role in May to manage financial-related activities. There have numerous community outreach events that have happened these past few months, thank you to all who have participated in the success of these events!



Looking ahead to the next couple of months, the Rolfe Seed and Chemical Shed will be making more headway. The progression is moving as planned; electrical work and plumbing will be completed with the four months. This addition to the company will positively impact our members and producers in the area as this will significantly speed up the loading process of chemical, fertilizer, and seed. In early June, Pro added three Peterbilt semi-tractors and two trailers to increase the company's productivity of hauling grain and livestock feed ingredients to and from the elevators. Be sure to give our drivers a wave when you see them driving down the highway!



Panbecker listening to Cathy Peters at the Havelock location

Finally, I want to say a sincere thank you to all our patrons, producers, members, and customers of Pro Cooperative. Our cooperative would not be as successful as is it without the continued support of you all. Pro Cooperative is making energizing changes to our company, and we are excited to continue serving our members and customers now and many years to come!



Dave Ferguson explains his agronomy plan to Panbecker

PRO'S NEW CHIEF FINANCIAL OFFICER: MICHAEL STEGEMANN

As of May of 2021, there is a new position of Chief Financial Officer at Pro Cooperative! Michael Stegemann, a Lakefield, MN native, joins the Pro team as the new CFO. Stegemann spent over 23 years working in many senior level financial roles for IBM including brand Chief Financial Officer at their branches in Melbourne, Australia and Minneapolis, MN and prior to that a Senior Finance Director in Westchester County, NY. As explained by Stegemann, "The experiences that the corporate setting taught me that will help me in this position at Pro is financial discipline, planning and managing financial risks, and providing order and process of how Pro financially delivers value to our cooperative members".



"I am excited to help foster opportunities and collaborate with our agricultural producers at the cooperative! I am passionate about generating value-added solutions which solve complex business challenges."



Stegemann is a graduate of Truman State University in Kirksville, Missouri where he double majored in Business Finance and Economics. Prior to him attending college, he was heavily involved with 4-H and FFA in his local chapters during high school. In matter of fact, he was a Minnesota State 4-H Ambassador and FFA State Treasurer! "I participated in numerous events for 4-H and FFA growing up in Minnesota. I didn't grow up on a farm, but my parents had a strong connection to the industry, and I am excited to be back in rural America again!" He continues that the biggest driving factor to him coming to work for Pro was that he could make a positive impact to society and work in an industry that is making a difference in world. Pro is very excited to welcome, Mike to the Pro Cooperative team!

PRO'S NEW AGRONOMIST: CLAYTON HORA



Hora shares that his main objective as an agronomist is to help growers be successful and to maximize their yields year after year. "Producers are the backbone to a profitable company, and I think Pro is really doing some of the right things here." Hora graduated in 2016 from Iowa State University with a degree in Agricultural Studies and a minor in Agronomy. "What I learned at Iowa State, I used directly in my position at Winfeild United. I plan to do the same here at Pro. Whether it is the core skills used in a workplace like teamwork and communication or applying my education to being more hands on, I am excited to have this opportunity to work for Pro." In his free time, Hora enjoys spending time going boating and bow fishing. Welcome to Pro, Clayton.

Pro Cooperative welcomes a new agronomist to our team! Clayton Hora, a Sioux City native, will be focusing on the west side of Pro's trade territory. After being a District Sales Manager for Winfeild United, Hora was ready for a new adventure, "Pro Cooperative has so many opportunities for its employees! Everyone at Pro has a passion to help the farmer and that is appealing to me in a company."

"In this role at Pro, I am excited to work with growers and farmers closer. Pro Cooperative has an amazing team to help every farmer excel and make their crops successful. The farmers are the main focus of this company, and I am thrilled to join this team to help the farmers in the trade territory!"



Pictured here is Pro's new agronomist, Clayton Hora examines the corn in our trade territory.



PRO'S NEW AUTO SERVICE CENTER LEAD: POCAHONTAS - CODY REESE



In June of 2005, Cody Reese, a recent graduate of Laurens High School, decided to work part time at the Laurens Oil Company while he was going to school at the University of Iowa. "It is kinda ironic because I started working at the tire shop in Laurens as a side job for cash before college and to help me get through college. Long story short, I decided I wanted to be in the automotive world so I moved back to the area and went to work with Pro full time". When Reese transitioned back to the area, he moved to Pro's Service Center in Pocahontas. He shares, "I was moved to Pocahontas when Lauren's Oil Company had merged with Pro and I have been a full time auto technician for 16 years and I am now the Auto Service Center Lead here in Pocahontas!"

"The staff here at the Pocahontas Auto Service Center are awesome! Pro is doing some good things as a company. I am excited to come to work everyday and I am thrilled for my new role!"

In Reese's new role as Pro's Auto Service Center Lead in Pocahontas, he shares what he is most excited for, "I really enjoy the customers and farmers that Pro has in this area. The goal of our job is to keep our communities moving, which also includes working on any automotive or diesel maintenance that our Pro rolling-stock needs." Matt Pedersen, Pocahontas' Auto Service Center's Manager shares, "Cody has been a great asset to our location. He is a hard-worker, is attentive to detail and ensures the customer feels valued with every transaction. We are very lucky to have Cody on our team - Congrats, Cody!"



One of the opportunities that Pro started this past year was the Automotive Internship program. Ultimately, Pro hires students to help them explore the automotive or diesel technician world. This year, Pro's Pocahontas Service Center has one intern in this shop. We are excited to grow this program into the future. "My role as a Service Center Lead is to assist and assist in leading our technicians. I am optimistic about my new position and look forward gaining more leadership and to growing the team and this location!"

In Reese's off time, he enjoys hunting, shooting and spending time with his wife and two children. Congrats on your new role at Pro, Cody!

PRO'S NEW GRAIN DEPT DRIVER: ROLFE - STEVE OHNEMUS

There is a familiar face driving semi! Steve Ohnemus, a Gilmore City native, transitioned from being a tire technician at Pro's Gilmore City Service Center to driving grain truck out of Rolfe at the beginning of June. Ohnemus shares that he was the most excited to turn one of his hobbies into a full-time career, "I have always enjoyed being on the road and driving. When this position as a truck driver opened, I applied right away!" When asking Ohnemus what he enjoys about working for Pro is, he explains, "One of the major benefits that sometimes gets overlooked is the amazing benefits that Pro offers like on-the-job training, the opportunity to continue learning like getting a CDL, and a pretty nice 401K and pension plan for retirement." Ohnemus enjoys sending time camping, fishing, and kayaking with his three children on his days off from driving truck. Pro congratulates Steve on his new position!



PRO'S STAFF TRAININGS: SUMMER 2021 - JULY 13-16th



Pictured on the left is Ofelia Rumbo extinguishing a fire. In the middle photo (L-R), Lance Larson, Todd Nissen, Brian Ross, Harrison Schmidt, Philip Shaughnessy



Pictured above on the left, Al Tweeten demonstrating a confined dust explosion. On the right is Ofelia Rumbo (L) Clayton Hora (LB), Josh Vanderhoff (RT), and John Keller (R)



During the month of July, Pro hosted four days of employee trainings for our staff to attend. At these trainings, attendees learned how to extinguish a fire with a handheld fire extinguisher and the importance of detecting and preventing a dust explosion at a grain facility. Another piece of the training was learning and detecting what personality type each attendee was. Thank you, Iowa Lakes Community College for the informative training for our employees!

PRO CELEBRATES NATIONAL BEEF MONTH WITH A GIVEAWAY!



Pictured above is Corinda Moore Walker and Grace Vathauer



Pictured above is Nancy Newgard and Grace Vathauer

To celebrate National Beef Month, Pro Cooperative wanted to giveaway two \$50 beef bundles! The contest was conducted solely through Facebook. To be entered, the viewer needed to share and like the original contest post and follow Pro Cooperative. The contest dates ran from Thursday, May 20th through Thursday, May 27th. Thank you to all who participated in Pro's National Beef Month's Beef Bundle Contest. Inside the each of the beef bundles was \$50 dollars of beef purchased from Forbes Meat Locker in Spirit Lake, two Pro cups, a rain gage and two bottle openers! Congratulations to Nancy Newgard and Corinda Moore Walker on winning the gift bundles!

PRO PARTICIPATES IN MANY TOWN CELEBRATIONS & PARADES!



"There was so many people at these parades! It was really enjoyable to see such a great turnout of people attend these town celebrations!"

-Koy Bakken, a Pro grain truck driver and a parade representative.

This summer, Pro Cooperative's team members were excited to participate in 17 parades in our trade area.



PRO'S TOWN HALL MEETINGS

SUMMER 2021

RUTHVEN - ROLFE - TERRIL - MANSON



Throughout the month of June, Pro Cooperative hosted town hall meetings for the customers and members of Pro Cooperative. These events provided an environment for our valued customers and members to learn more about Pro Cooperative as a company, discuss the adjustments and changes occurring at our locations, and provide an opportunity to ask questions and voice any concerns. These meetings were successful and moving forward, we will do these events semi annually.



JOIN US!

PRO COOPERATIVE'S TOWN HALL MEETINGS - FALL 2021

The town hall meetings that were held in the month of June were so well received - Pro decided to continue doing these meetings as a semi annual event! During the Fall of 2021 series, the conversation will be focused on what the future of this cooperative looks like and how we can continue to better our company. Be sure to attend one of Pro's town hall meetings to discuss the progression of our cooperative!!

- HAVELOCK - AUG 24 AT THE PRO'S HAVELOCK LOCATION - 3 PM
- PIONEER - AUG 25 AT THE PRO'S PIONEER LOCATION - 3 PM
- GRAETTINGER - AUG 26 AT THE GRAETTINGER AMERICAN LEGION - 3 PM



PROGRESS AT PRO: AGRONOMY DEPT'S SEED & CHEMICAL SHED



**“We know the member’s and customer’s time is valuable. We want them to spend more time in the fields and less time loading chemical and fertilizer”
– Dan Wallace, Rolfe’s location manager**

In early April, the construction crew broke ground on building Pro’s new Crop Protection and Seed Shed at the location in Rolfe. The building went up quickly with the walls and rafters being installed about three weeks after construction started. “We want our farmers to be able to fully utilize the assets that this addition can offer to them by next spring,” shares Dan Wallace, location leader in Rolfe. Wallace continues, “The goal for the facility is to provide a local agronomy servicing option and price competitive products with top-of-the-line technology”.

Another great asset to this facility is the ability to treat seeds in a controlled environment. The building is completely enclosed with easy load out options, is temperature controlled and most importantly, it will keep the seeds (and chemicals) out of the natural elements. A unique feature that Pro is excited for is the opportunity for the farmers to hot load chemicals afterhours and to mix mini bulk loads of chemical. There will wide variety of products in the facility. Between gallon jugs, to bulk chemical options, as well as numerous seed options – Pro can service all the farmer’s agronomy needs. The motivation behind building a facility like this at Pro Cooperative, as well as any improvement at the company, is to satisfy Pro’s producers and improve efficiency across all scales – this project is no exception.





PROGRESS AT PRO: GRAIN DEPT'S NEW ROLLING STOCK



Glen Gulbranson



Mike Gade



Leo Shimon

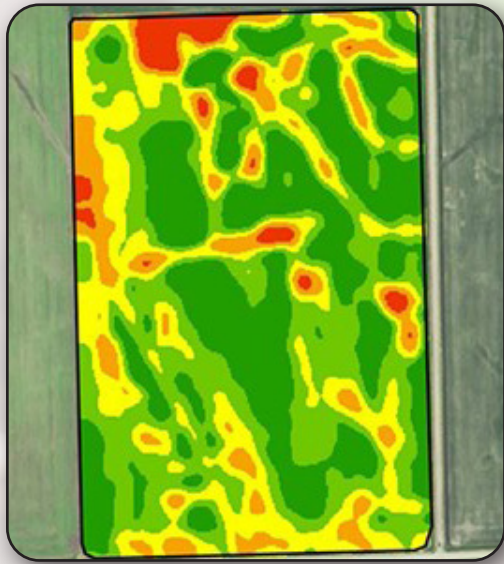
Pro comes to the farmers and members! Whether it's in the field or going to a farmsite, Pro can assist in getting the producer's crops to one of Pro's elevators. To better accommodate the members and producers, Pro has expanded their fleet of by adding three new grain dept semi tractors and trailers! One of the driving factors in purchasing these new semis was replacing vehicles that were not as functional or as safe to drive anymore. In early June, Pro Cooperative added three new 2022 Peterbilt 389 series for our grain department! All three of these semi tractors have a Cummins X15 engine with a manual Eaton 13 speed transmission under the hood; they will retain their value for many years.

Erin Pedersen, Transportation Manager shares, "Pro Cooperative strives to keep our staff safe daily. Every person who works here at Pro is important and so keeping the drivers safe on the road was a huge driving force to updating our fleet". In addition to the new semi tractors, Pro also purchased two new trailers to also be used for hauling grain and ingredients for the Ayrshire and Rolfe Feed Mills. The three drivers of these new additions are Leo Shimon from Gilmore City, Mike Gade from Rutland, and Glen Gulbranson from Pocahontas.



AGRONOMY UPDATES

IT'S TIME TO TAKE ADVANTAGE OF VARIABLE RATE FERTILIZER THIS FALL



It is more important than ever to be profitable with investing in fertilizer. A variable rate application to a field has the best chance for the crops to soak up the phosphate and potassium nutrients. Typically, variable rate applications utilize the same amount of fertilizer as planned for flat rate. The product is just moved to an area with more need due to higher yields or soil deficiency. If it's been 4 years since the field has been grid sampled, it is time to get it done. With the yields over the past couple years, it is important to know where the soil levels are. Pro's agronomists can also use the past yield's data with the soil data to have a better understanding of the nutrient needs. Yield data can also be used to create variable rate nitrogen maps for NH₃ or liquid applications as well.

Be sure to contact a Pro agronomist or call a location to try variable rate Nitrogen or dry fertilizer this fall!

INTRODUCING PRO'S MONDAY MINUTE

Every Monday, Pro Cooperative will post a 'Monday Minute' video on our Facebook page.

In these Monday Minute videos, one of our agronomists - Clayton Hora, along with numerous guests - will be highlighting and sharing what they are seeing in our trade territory! Be sure to follow along on Pro's Facebook page for a weekly update on what Pro is noticing and taking note of in the countryside.



ENERGY UPDATES



2021 SUMMER FILL PROGRAM

Get your farm diesel and propane tanks filled before harvest!

If you place an order between June 1 and Aug 27, we will invoice the fuel at *cash price* on the day of the order with delayed payments until Sept 20, 2021. For an additional \$0.03 discount per gallon, be sure to pay for your product within 7 days of delivery. *

PROGRAM RUNS JUNE 1, 2021 THROUGH AUGUST 27, 2021



**PRODUCTS OFFERED FOR PRO'S
SUMMER FILL PROGRAM:**



- Ruby Fieldmaster
- #2 Dyed Diesel
- Soy Bio Diesel
- Propane

*Must have an account set up at one of our locations and maintain an open account status

Contact your local Pro office to place your order!

FEED UPDATES

PRO COOPERATIVE IS HIRING - COME JOIN OUR FEED TEAM!

Positions hiring for:

- Feed Mill Operator I in Ayrshire
- Feed Mill Operator II in Ayrshire
- Feed Delivery Driver in Ayrshire
- Feed Delivery Driver in Rolfe

- *Paid Holidays & PTO
- *401(k) - Traditional and Roth Retirement
- *Long/Short Term Disability



- *Defined Retirement Pension Plan
- *Health, Dental & Vision Insurance
- *Clothing Allowance

Please visit procooperative.com to learn more and to apply!

CONSIDER FEEDING CALF CREEP

According to Stephen Myers, Ph.D., for Purina Animal Nutrition, “Creep feeding programs 80-120 days long can add 50- 80 pounds of gain... Introducing energy into calf diets at an earlier age can enhance their beef quality”. Adding starch to a calf’s diet can increase marbling and improve overall meat quality. Introducing creep feed to a calf’s diet early can also improve the calf’s overall energy while ensuring the calf is getting it’s proper nutrients as well as limits the amount of stress at weaning time. Pro Cooperative’s experienced feed team can help you add creep feed into the diets of your cattle!



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**



GRAIN UPDATES

PRO'S EXTENDED PRICE CONTRACTS

Pro Cooperative is the industry leader in grain marketing flexibility for farmers. Pro offers a wide variety of contract types to meet the needs of your individual farm with a team of originators to help you navigate the uncertainty in the marketplace. One contract type to consider is the Extended Price Contract.

The Extended Price contract involves a cash sale at the spot price while simultaneously buying a futures contract in a later month (typically March or July). When you are ready to exit the futures contract, the gains or losses since the entry point are netted against the original cash price for a final cash price less contract fee.

Pros:

- Stop or avoid storage fees
- Maintain penny for penny upside participation on a futures price rally to increase the price of the original cash sale
- Eligible for a cash advance up to 80% of the cash price.

Cons:

- Still have penny for penny downside price risk, if futures prices fall the losses will be deducted from the original cash price, and
- Margin payments required if losses fall below the original 80% cash advance.

Cost: 3c per bushel on corn, 5c per bushel on soybeans.

Pro's grain origination team members are happy to talk through this contract and all our other contract types.

SAVE THE DATE!

PRO COOPERATIVE'S MARKET OUTLOOK MEETING - FALL 2021

**August 17, 2021 - The Shores at
Five Island, Emmetsburg, IA - 9 AM**

Join us for keynote speakers and a morning filled with marketing information featuring Matt Campbell, Risk Management Consultant at StoneX Financial Inc. More information is to follow. Please send RSVP to Kris Hauswirth at 712-335-3060 or khauswirth@procooperative.com.

PAC STUDENTS VISIT PRO:



Greg Ahlrichs shares this location can hold 3 million bushel

Jeff Jacobs shows how to grade grain from the field



Greg Ahlrichs explains Pro's new automated grain dryer

At the end of May, Pocahontas Area Community Students received a tour from Pro Cooperative's Pocahontas location team members. The first day, Tuesday May 18th, the students learned about the grain dumping processes and what happens to farmer's grain once it reaches the elevator. They also received a hands-on walking tour from the locations' Greg Ahlrichs and Jeff Jacobs. PAC students have a 'May-term' in their school curriculum at the end of May where they go around the community and learn more about business in Pocahontas. During this year's 'May-term', the 8th grade students wanted to attend the city's local elevator to learn more about agriculture.

The students also attended a tour from our Pro location on Tuesday May 25th to learn more on our energy and feed department. Tyler Denton presented on our refined fuels sector of the company. In the photos, Tyler is demonstrating what a day in the life of propane and fuel driver is at Pro. The students also listened to Matt Pedersen explain their role as an Auto Service Center in the company to the students. The auto technicians take charge of ensuring our company's rollingstock is up on services as well as service the community in their auto services. Thank you for joining us, PAC students!



Tyler Denton describes the energy and fuel dept's of Pro

Tyler Denton demonstrates how to pump propane



Matt Petersen discusses the opportunities to join Pro's team at the Tire Center

PRO & AFA ANNOUNCES SCHOLARSHIP RECIPIENTS:



Calvin Carlson, originally from Humboldt, is currently studying Ag Business and Economics at Iowa State. Calvin is receiving the first scholarship and conference trip to the AFA Conference in Kansas City.

Calvin is extremely active in his college organizations such as being an officer for numerous clubs, being a Peer Mentor for the College of Ag as well as being a student leader for his church. In Calvin's application for this scholarship, he writes: "I hope to establish a personal brand in the food and agricultural community".



Betty Sue Strohm of Mallard received the conference trip award. Betty Sue is the daughter of Mark and Angie Strohm, and she is currently attending Iowa State University studying Ag Studies. She was a crop scout intern for Pro Cooperative in the summer of 2020. Betty Sue shares she is excited to attend the AFA Conference in Kansas City and to network with fellow agriculturally passionate students and vendors at the Conference.



Lex Kassel, a native of Emmetsburg, is receiving the second scholarship and conference trip award. Lex will be attending Iowa State University in the fall of 2021 and will be studying Ag Business. Lex learned about this conference and scholarship opportunity from Pro Cooperative and his parents, Craig and Debbie Kassel. He is looking forward to meeting students from other universities across the country.

CELEBRATING MILESTONES PRO:

20 years at Pro



Steph Sindt

At Pro Cooperative, we celebrate our team members and their accomplishments. One highlight we want to share is the commitment and dedication that some have showed at Pro and celebrate their major milestones. Congrats to all and thank you for your hard work over the years!

Celebrating 15 years: Kelly Flint & Roger Peters
Celebrating 10 years: Ken Brennan & David Holtzclaw

20 years at Pro



Aaron Orwig

25 years at Pro



Todd Nissen

25 years at Pro



Dave Ferguson

25 years at Pro



Kenny Kraft

25 years at Pro



Mark Artist

PRO HELPS THE LOCAL COMMUNITIES



One of our goals at Pro Cooperative is to support our local cities. Every year, the Gilmore City Gardening Club beautifies the main street by filling the planter boxes with fresh blooms. Earlier this month, Pro's Grace Vathauer presented a donation to the Club's representatives: (L-R) Melissa Ubben, Angie Kritzer, and Angie Peters.



The city of Terril will be celebrating its 126th year of establishment this summer. Due to Covid-19 last summer, they postponed the large Quasquicentennial celebration to summer of 2021. Pro's Grace Vathauer presented a donation to Jeri Nissen, a representative of the City of Terril and Pro team member.



Pro Cooperative wanted to wish all the nurses in our area a Happy National Nurses Week! We celebrated our local nurses at the nursing home in Albert City. The nurses at the nursing home dressed up during this celebratory week in different fun attire throughout the week. Accepting the two baskets on Tuesday, May 11 are the nurses celebrating with their '70's Day!' apparel. Presenting the two gift baskets for their annual drawing to appreciate their nurses is Pro's Grace Vathauer.



In mid-April, Pro's Grace Vathauer presented a donation to the Northwest Iowa Badgers Baseball and Softball teams. With this donation, it will help pay for the registration fees that are associated with playing in tournaments and traveling to other parts of the state for games. Hundreds of students from across the Pocahontas region participate in this sport. The donation is being accepted by Carley Denton, a representative and coach for the NWI Badgers.



In May, Pro made a general donation to the Wallingford Fire Department & Ambulance. Pro's Chuck Tostenson presented a donation to Teresa Olson, a representative of Wallingford First Responders and Pro team member as well as Jarrod Fischer.



Pro Cooperative donated to Rolfe Hometown Pride's Pool Project in April. This donation will help update the facility so numerous families will be able to utilize the pool for many more years to come. Accepting the donation are representatives from Rolfe's Hometown Pride from Pro's Grace Vathauer.



When it comes to helping our communities, it is extra special when our Pro Team Members are involved in the organization. Jake Petersen from Pro's Gilmore City location accepted a donation of a brand-new Char-Broil grill on behalf of the Ronald McDonald House of Des Moines' Poker Run. This charity event occurred on June 12 with the ride starting at the American Veterans Post 41 in Rockwell City. Following the ride was a live and silent auction and Pro's donation was one of their prizes to raffle off. Presenting the donation is Grace Vathauer at Pro's Gilmore City location.



Calhoun County Conservation hosted a fishing tournament for the youth of Calhoun County in early June. Pro Cooperative partnered with numerous community members of the County to make this donation possible. Included in the donation was numerous fishing rods, reels, and weights for the fishing tournament. Accepting the donation from Pro's Chris Pohl (CL) and Nate Cline (R) was Conservation's Curtis Vanderheiden (L), Abbey Conrad (C) and Brodie Skinner (CR).



Pro's Grace Vathauer (L) and Susan Sikora (R) donated popcorn bags to Alyssa Enderson (C) – representative of the Ruthven Ayrshire Booster Club. The popcorn bags that were presented to the GTRA softball and baseball teams will be used this summer in their concession stand to sell popcorn. Good luck this season, Titans!



Pro Cooperative supports local first responders. In April, Pro made a general donation to the Graettinger Fire Department. Accepting the donation from Pro's Grace Vathauer is the Department's volunteer firemen.



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