

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 2

JANUARY 2022





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Winter is here and there are a lot of exciting things happening here at Pro Cooperative! Although it's hard to think about right now with it being so cold, but spring planting will be here very soon! At Pro we are getting prepared for the spring planting season and receiving products into our facilities for producers. The Agronomy Center in Rolfe is nearly completed and to celebrate, we are hosting an open house! Be sure to mark your calendars for March 8th and join us for a free lunch and conversation from 11 am – 1 pm!

More info is on page 8 on the open house.



We wrapped up the 2021 harvest very successfully! Numerous locations received record grain receipts this past harvest. Congratulations to Pro's Gilmore City, Havelock, Pocahontas, Rutland, and Terril locations for record soybean receipts and Rolfe and Rutland for record corn receipts. I also want to say thank you to the producer for making this fall so successful. In the last PRO-VISIONS newsletter, I mentioned we are building a 24/7 pump station in Terril. As soon as the ground thaws, we will continue with construction. It is still expected to be completed in late spring.

Earlier this winter, Pro's Board of Directors hosted its 2021 Annual meeting via Zoom meeting. Pro's membership was well represented on the call, and we were able to successfully conduct an official meeting with proper parliamentary procedure. If you know of a member that would be interested in being on the Board of Directors in the future, please reach out to a current board member. Thank you for continuing to support Pro Cooperative. Until next time! -Terry



The new Agronomy Center in Rolfe will be having an open house on March 8th from 11am - 1 pm. Join us for lunch!



Pro's 2022 Board of Directors:

L-R Front row, Luke Langner, Jeff Kerns, Pat Geelan, Brady Shelgren, Tim Quade
L-R Back row Jim Shimon, Darin Refsell, Nick Wiemers, Robert Brinkman, Terry Panbecker

PRO'S NEW AGRONOMY CENTER LEADER: ROLFE - SCOTT SHIMON



As previously reported in the PRO-VISIONS newsletter, Pro Cooperative has been in the process of adding an Agronomy Center to the company. As of mid-December, Scott Shimon joined the Pro Cooperative team as the Center's Warehouse Manager. In his role, Shimon oversees the new Agronomy Center facility by managing inventory, streamline the agronomy processes, and help farmers load agronomy products during the agronomy seasons. Shimon comes to Pro with a background in grain and agronomy and is excited to continue expanding his knowledge of the agronomy sector in Pro's new facility. "The automation and technology in this facility is top-of-the-line. Between the Kahler automation, the new seed treater, and the overall product inventory efficiency, I know this will be a great addition to Pro and I am excited to manage this facility".



Shimon is a Pocahontas native who joined the military out of high school and served as a military dog trainer. Following his time in the service, Shimon became a police officer in Gilmore City and during the fall, he would assist farmers with the harvest. "I wanted to become more diversified with my skills and continue learning so I joined the cooperative world. For eight years, I worked in Palmer as an operations worker in grain and agronomy. Then I saw this position at Pro, and I knew I wanted to jump at this opportunity in Rolfe to grow my leadership and help farmers in the area."

Right now the new Agronomy Center facility is receiving product in for the 2022 spring agronomy season; Shimon shares that it means that spring is just around the corner! "The new seed treater provides an opportunity to get the bulk seeds ready for the farmers in the winter verses picking the seeds up in the spring. The overall processes of this facility will be optimized for efficiency for both the farmers and the Pro agronomy staff." Pro Cooperative is excited to welcome Scott to the team!

PRO'S NEW OPERATIONS III WORKER: GRAETTINGER - TANNER NAIG



"I knew I could grow and excel at Pro Cooperative when I started five years ago as an Operations II worker. I saw an atmosphere that promotes hands on learning and training for its staff and I wanted to join a team like that". In the beginning of November 2021, Tanner Naig began his new role as Graettinger's Operations III. As shared by the Graettinger native, his experience as an Operations II in Graettinger has helped grow his practical and problem-solving. He explains, "I learned many important skills including the processes that are essential for proper grain handling and storage. I have also spent a great deal of my five years while at Pro in the fertilizer shed here in Graettinger learning the agronomy processes. I have grown many great connections with farmers in the area and I am excited to continue fostering those relationships".

Naig shares that he is excited to expand his leadership skills in his new position at the Graettinger location. "Knowing how to answer the 'how' and 'why' questions behind daily tasks at the elevator have really helped me grow into this leadership role. There have been many situations that I have learned from that I feel that I can teach to someone else". As shared by Graettinger's location Manager, Chris Jensen, "Tanner has developed into the 'go-to guy' that the staff here at the location asks questions to and look for leadership from in my absence. His ability to adapt and communicate effectively with the team is certainly two of his strongest and most admirable skills that a developing leader can have."

A goal that Naig has for his new position is to grow his administration skills within the office. "I want to continue learning, growing, and caring for the staff here in Graettinger and at Pro as a whole. The staff of this company are Pro's future, so I want to continue being safe while at work while still being able to have fun". Pro congratulates Tanner on his promotion!



PRO'S NEW HUMAN RESOURCE MGR: - JON STEPHENS -

In the later part of 2021, Pro Cooperative welcomed Jon Stephens to the team! Stephens comes to Pro with a remarkable professional background. Following his high school graduation, the Indianola area native attended Buena Vista University and then joined the U.S Army. Stephens moved his way up in the military ranks throughout his 28 years in the service and retired as a Sergeant Major. "When I was in the service, I oversaw the deployment and safety of thousands of military men and women. I focused on finding and capitalizing on individual strengths to make them successful in their positions.

I managed the human resources and the personal relations within the U.S Army for many years." During the last of his years in the service, he acted as a personal advisor and to the Commander and helped counsel military men and women. According to Stephens, the skills he learned in the military will help me in this environment as HR Manager.



Stephens comes to Pro from Junction City, Kansas with his family. "I am very excited to be the HR Manager at Pro Cooperative!

I wanted to come back to Iowa following my military career and help manage an organization that focuses on empowerment of its staff and promotes safety." Stephens main goal that he has this year is to learn the cooperative business and the company's culture. "Growing up, I helped my family with day-to-day operations on my family's farm near Indianola. Agriculture runs very deep within me. Shortly after making the connection with Pro about this position, I took this opportunity and moved back to Iowa to help my fellow Iowans!"

One of the main objectives that Stephens is going to focus on this year is making connections within the community and building relationships with the staff at Pro Cooperative. "I want the managers within the company to feel empowered and confident in their leadership abilities. In addition, I want to help the whole Pro Cooperative team continue learning from each other and grow their professional abilities". What Jon enjoys doing outside of work is going hunting with his two bird dogs in the plains of Iowa and being with his family. Welcome to Pro Cooperative, Jon and thank you for your service in the military!

PRO'S NEW VICE PRESIDENT OF OPERATIONS: - TONY HANSON -

Pro Cooperative is very excited to share that Tony Hanson has assumed the position of Vice President of Operations! Hanson has successfully led Terril's location as the facility's manager for 11 years. "It is a great pleasure to be Pro's VP of Operations! Moving up from within the company to this position, I have a deep knowledge of what the culture of the company is as well as the areas that we need to pay more attention to". Hanson comes to this position with an impressive catalogue of skills including excellent teamwork and extensive leadership and management abilities. "Prior to coming to Pro, I was the location manager in Gruver. I have worked in the cooperative world since high school - it is a profession that I have thoroughly enjoyed being in. Having the member owners influence how the business is run is very important to me and is one of the main reasons that I have enjoyed working for cooperatives for so many years".



Following his graduation, the Estherville native went to work at the cooperative in Superior and a few years later transitioned to Gruver. He began his career as an operations worker and there he started building his professional portfolio. "My previous employers went through a few mergers with other cooperatives. I saw the Terril location manager position at Pro as an opportunity to continue growing my managerial skills, so I applied and I haven't looked back since!"



As described by Hanson, two of his main goals going into this position is to increase teamwork company wide and continue to stress a safety focused mindset. "Our goal at Pro Cooperative is to make sure all our staff goes home safely each night. That is why Pro has a safety committee compiled different people from across the company to ensure we are practicing proper safety protocol at all Pro Cooperative locations." Hanson is a father of two teenage daughters and in his free time, he can be found spending time with them and watching them at their sporting events. Congrats, Tony!

AGRONOMY UPDATES

JOIN US IN ROLFE!

- PRO COOPERATIVE'S AGRONOMY CENTER OPEN HOUSE -



Tuesday, March 8, 2022 - 11AM - 1 PM

Pro Cooperative is excited to showcase the brand new Agronomy Center in Rolfe! Join us for lunch and conversation in Pro Cooperative's New Agronomy Center located behind Pro's Rolfe Heartland Convenience Store. Pro invites you to come see more about the facility's top-of-the-line technology and discuss the optimization and effective gains this facility can offer to your operation. **Lunch will be provided!**



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 IS HIRING!



- *Paid Holidays & PTO
- *401(k) - Traditional and Roth Retirement
- *Long/Short Term Disability
- *Defined Retirement Pension Plan
- *Health, Dental & Vision Insurance
- *Clothing Allowance

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



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

GRAIN UPDATES

Did you miss Pro's Market Outlook Meeting in January?

In late January, Pro Cooperative hosted a Market Outlook Meeting at The Shores on Five Island in Emmetsburg, IA. In attendance was Matt Campbell, Risk Management Consultant at StoneX Financial Inc to discuss the grain markets. Joining Matt was Erik Triggs with RMS Energy. They both provided an inside view on the current and future markets.


If you missed the meeting, be sure to head over to Pro's website to listen to Pro's Geoff Peterson interview with Matt and Erik.

Announcements


PRO COOPERATIVE NEWS

Announcements

Market Outlook Meeting - Grain's Podcast
- Posted February 2, 2022 -
In late January, Pro Cooperative hosted a Market Outlook Meeting at The Shores on Five Island in Emmetsburg, IA. In attendance was Matt Campbell, Risk Management Consultant at StoneX Financial Inc to discuss the grain markets. Joining Matt was Erik Triggs with RMS Energy. They both provided an inside view on the current and future markets. If you missed the meeting, click the link here below to listen to Pro's Geoff Peterson interview with Matt.



Market Outlook Meeting - Energy's Podcast
- Posted February 2, 2022 -
In late January, Pro Cooperative hosted a Market Outlook Meeting at The Shores on Five Island in Emmetsburg, IA. In attendance was Matt Campbell, Risk Management Consultant at StoneX Financial Inc to discuss the grain markets. Joining Matt was Erik Triggs with RMS Energy. They both provided an inside view on the current and future markets. If you missed the meeting, click the link here below to listen to Pro's Geoff Peterson interview with Erik.



Congrats to Pro Cooperative's Laurens Location!

<https://procooperative.com/announcements/>



Thank you to the farmers and industry folks that attended Pro's Winter Market Outlook Meeting in Emmetsburg. Also thank you to Matt Campbell and Erik Triggs for providing knowledgeable and insightful presentations into the current grain and energy markets!

PRO COOPERATIVE'S 2021 VIRTUAL ANNUAL MEETING

On December 15th, 2021, Pro Cooperative Board of Directors hosted its 2021 Annual meeting. This virtual meeting was held in Pocahontas, Iowa at the Pro Cooperative Headquarters. All nine current Pro Cooperative Board of Directors were present in person, while other Pro Cooperative members and employees attended the meeting virtually via a Zoom video call. The Board of Directors successfully conducted an official annual meeting with a proper quorum and parliamentary procedure which was conducted by Jim Shimon, Pro's Board President.

To provide a quick recap of the meeting, board election results were announced to our members and board members. Todd Glynn, a Certified Public Accountant from Meriwether Wilson and Company, PLLC, shared Pro Cooperative's financial standings. Following Todd's update, Terry Panbecker, Pro Cooperative's CEO, provided an update. Terry provided information on Pro Cooperative's past year's capital projects, showcased a department breakdown of how each department did in 2021 compared to 2020- financially speaking, and finally discussed some implementations that will occur at Pro cooperative to improve the business overall. Luke Langner, Jeff Kerns, and Darin Refsell were all reelected to serve on Pro Cooperative's Board of Directors.

Copies of Pro's financial report, are located at Pro's Cooperative office in Pocahontas. Thanks for watching. If you missed the meeting and would like to watch it, please visit our website. The video is located under the announcements tab on the right side of Pro's website. <https://procooperative.com/announcements/>



Jeff Kerns

Havelock's region is represented by Jeff Kerns.

Jeff and his wife, Evelyn, farm west of Rolfe. Jeff has served on Pro's Board for three years previously and is looking forward to continuing to improve locations and facilities at Pro.



Darin Refsell

Graettinger's region is represented by Darin Refsell. Darin is a livestock and row crop farmer by Graettinger. Darin has served on Pro's Board for four years previously. A goal that Darin has as a Board member is continuing to serve the members of Pro Cooperative.



Luke Langner

Terril's region is represented by Luke Langner. Luke and his father are row crop farmers near Terril. Luke was appointed to the position last year. He shares he looks forward to providing leadership and business experience to Pro's Board.

PRO'S 5TH ANNUAL HARVEST PHOTO CONTEST WINNERS:

Congratulations to the winners of Pro Cooperative's 2021 Harvest Photo Contest! The three different categories were public and Pro employee. Thanks to all who participated in this years photo contest! We are excited for 2021 harvest and the photo contest!

1st place - Public Division - People



2nd place - Public Division - People

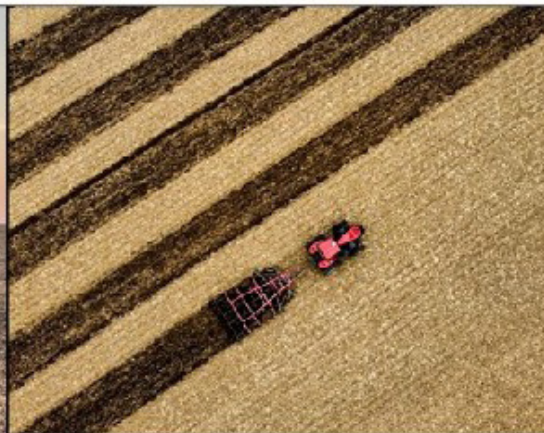


Public Division-People:
1st place - Evan McCarty
2nd place - Jordan & Katie Ives

1st place - Public Division - Landscape



2nd place - Public Division - Landscape



Public Division-Landscape:
1st place - Phillip Schmitt
2nd place - William Cran

1st place - Employee Division



2nd place - Employee Division



Pro Employee Division:
1st place - Peter Buchan
2nd place - Chris Jones

CONGRATS LAURENS!



A BIG congratulations to our Laurens location!

A few months ago, Cenex sent around a mystery shopper to evaluate and conduct an anonymous inspection of Pro's Cenex locations. The Laurens Auto Service Center received a perfect score, 100%! Some of the things the shopper judged includes brand image requirements, cleanliness, safety and customer service. Congrats, to our Laurens location - LuAnn and Jacob!!

CONGRATS HAVELOCK!



Congratulations to Pro's Havelock location! In the fall of 2021, Havelock handled record fall Anhydrous at one location. The location handled 1292 tons of anhydrous in one season. Joining the Havelock team and presenting the award in the photo on the left is Agronomy Dept leader, Dana Gee. In the photo on the right, the team shows off their award for record soybean grain receipts at the location during the fall of 2021. Great job Havelock!

PRO HELPS THE LOCAL COMMUNITIES

In the later part of 2021, Pro Cooperative donated two movie themed silent auction baskets for two benefits in our communities.



Pro's Feed Salesman, Haley Davis, brings one of the silent auction baskets to the Cate Krichau's Benefit Concert on November 13th in Humboldt.



At Rolfe's Pro location, Jamie Wolcott, accepts Pro's donation to Amber Adamson's Medical Benefit for her benefit on December 11th in Rolfe.

PRO HELPS THE LOCAL COMMUNITIES

Pro Cooperative Donates and Delivers Nearly 200 Holiday Hams!



Pro's team that packaged the Holiday Hams (L-R) Gracie Vathauer, Michele Scott, Haley Davis, Tyler Denton, Erin Pedersen, Trenton Plaht, Dennis Ford

To give back to Pro Cooperative's local communities, Pro Cooperative donated 186 holiday hams to the Upper Des Moines Opportunity facilities of Pocahontas County, Emmet County, and Palo Alto County as well as the New Opportunities of Calhoun County. On December 20th and 21st, Pro Cooperative donated 50 holiday hams to each of the counties of Palo Alto, Emmet, and Calhoun. Pocahontas County received 36 holiday hams meals.

On Monday, December 20th, Pro Cooperative packaged the holiday hams meals for the communities to enjoy this holiday season at Pro Cooperative's storage facility in Pocahontas. Each box included one 5-to-6-pound ham from Webster City Custom Meats, one can of green beans or peas, one can of corn, and one bag of instant mashed potatoes from Woods Grocery Store in Pocahontas, IA. "One of Pro Cooperative's core values is to serve our members and our communities. With the holidays coming up, we wanted to provide a balanced, protein-based meal to families of our communities who might need a helping hand this Holiday season," shares Pro Cooperative's Communications and Marketing Specialist, Gracie Vathauer. She continues, "Pro Cooperative values giving back and supporting the local communities we live in, work in, and serve in."



Picture above is the donation at Emmet Co.

Picture below is the donation at Calhoun Co.



Picture above is the donation at Palo Alto Co.

Picture below is the donation at Pocahontas Co.





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 Auto	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 Auto ..	712-335-3611	Terril	515-884-8452
Laurens	515-890-5460	Plover	515-890-5420	Wallingford	515-884-8462