

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 1

OCTOBER 2022





A NOTE FROM PRO'S CEO: TERRY PANBECKER



Greetings! Harvest 2022 is nearing an end at the time of this newsletter. This newsletter edition also brings an abundance of good news! To start off, this past summer we hosted many customer and employee events throughout the trade area.

I wanted to say thank you to all those who attended our summer events, and I invite more to join us at these events next year.

On August 31, 2022, we closed the books on another financially strong fiscal year. I am happy to report that Pro Cooperative exceeded our regional earnings goal! This past year, Pro earned \$4,629,071 in regional earnings. Pro Cooperative's Board of Directors will be handing out dividend checks and a holiday gift at Pro Cooperative's Annual Meeting on Thursday, Dec 8th at 6 pm at the Pocahontas Expo Center located on the Pocahontas Fairgrounds. The event will start at 6 pm. At this meeting, the Board of Directors will also be announcing the results of the Board's election. Also during the Annual Meeting, we will distribute the holiday gifts and the member's dividend checks. The Annual Meeting will be held both in-person as well as online via Zoom. For those unable to attend the meeting, their dividend check will be placed in the mail. We hope to see you at our Annual Meeting.

Pro Cooperative would not be as successful without the support of our members and our employees. We are managing expense at a location level and the hard work of expense management that our Pro team is doing daily is paying off. The company reached their financial local earnings goal, and our employees received an additional incentive check at the end of October. All Pro Cooperative locations are meeting their goals and are driving the business in the right direction. Good job, team!

Thank you to our loyal customers and members of Pro Cooperative. Profitability within a company is directly linked to the patron's loyalty and conducting buying decisions towards Pro. At Pro Cooperative, we will continue to service our members and evolve with the ever-changing world around us. Until next time and happy holidays, Terry.

PRO'S NEW LOCATION MANAGER: AYRSHIRE - AARON BRUCE



Before 2022's harvest started, the Pro Cooperative Feed Department welcomed Aaron Bruce to the Ayrshire Feed Mill as the Location Manager! He is a native to the Aurelia area and graduated from Aurelia High School. Bruce has been involved in the cooperative world as well as the livestock feed industry for most of his professional career. As explained by Bruce, "following high school, I went right into the work force for a neighboring cooperative for a couple years working outside in the grain department. This helped understand how important the cooperative system is to the local community. Then shortly after leaving that cooperative, I joined a private feed mill in Estherville and got promoted to the feed mill manager. This experience is where I found my passion: to manage people while making livestock feed".

What drew Bruce to the Pro Cooperative team was the opportunity to build a team and cultivate leaders within the Ayrshire Feed Mill and at Pro Cooperative as a whole. "One thing that I learned from my jobs prior to joining Pro Cooperative was how important a strong team is. When I was an operations worker at my previous cooperative, I learned what it meant to respect the customers and members, my managers, and my fellow teammates. As a manager, I want to build off those experiences and grow my team here at Pro. There is a lot of great potential with the team here and I am really excited to be here leading this team". Bruce is eager to build an atmosphere with a fun and safe focus at the location.



One of the other goals that Bruce has made for his new position is enhancing and growing the customer service towards the feed customers. "Pro Cooperative has amazing feed customers that support their local coop. We have been good at keeping the standards the same for every load – delivering the customer's feed in a timely matter and creating consistent feed rations, every time. I want to build off those relationships that have already been built and continue to grow our footprint in the trade area!". In Bruce's free time, he enjoys golfing in golf league during the summer with his brother. In addition, he participates in cross-fit exercise during his off time. Welcome to Pro Cooperative, Aaron!

PRO'S NEW AGRONOMY SALES SPECIALIST: GILMORE CITY - BRENT WYKOFF

Pro Cooperative is very excited to welcome Brent Wykoff to the team! The Pomeroy, IA native joined Pro Cooperative's team in the middle of October. He is serving the southern portion of Pro Cooperative as the Agronomy Sales Specialist for the Manson, Gilmore City and Pioneer areas. What drew Wykoff to Pro Cooperative was the growers and farmers of Pro. "A characteristic of the farmers and members of Pro cooperative is they support Pro Cooperative and are loyal to the Coop and want the company to be successful." Another point of Pro Cooperative that was appealing to Wykoff was the hometown, smaller company feel it has within the Cooperative. Wykoff has been in the cooperative world for over 25 years. He shares, "The cooperative system is one that I greatly appreciate! I am particularly drawn to how cooperatives are owned by the farmers and growers in the business. My role at the coop is to help the growers succeed in the field." He continues, "I want to assist growers in navigating through these turbulent times of being in agriculture (high fertilizer prices, higher input costs, supply chain issues, ect.)."



Wykoff graduated from Pomeroy high school and pursued a career at Iowa Lakes Community College for Agricultural Business. Although he didn't live on a farm growing up, Wykoff has always had a strong passion and appreciation for the agricultural world. "I grew up with a father involved in ag retail. Every spare minute I would have, I would be spending it with him and learning more about agriculture and how to be successful in the ag retail industry." An aspect that he is excited about at Pro Cooperative is the new Agronomy Center in Rolfe. "The facility and personnel at the Agronomy Center in Rolfe is something that I am quite excited about. Helping the farmer be successful is my main objective and I believe that facility can help achieve that goal". In his leisure, Wykoff enjoys spending time with his family, going golfing, and pheasant hunting with his dogs and two boys. Welcome to Pro Cooperative, Brent!

NOTIFICATION OF PRO COOPERATIVE'S 2022 ANNUAL MEETING

December 8th, 2022 - 6 PM

Pocahontas Expo Center at the Pocahontas Co. Fairgrounds

310 NE 1st St, Pocahontas, IA 50574

Pro Cooperative's 2022 Annual Meeting will be at the Pocahontas Expo Center at the Pocahontas County Fairgrounds. Pro will be serving a hot meal, handing out a holiday gift, and the 2021/2022 dividend checks to members in attendance.

The dividend checks will be mailed if you are unable to attend the meeting.

The evening will also include Todd Glynn with Meriwether, Wilson & Company speaking on the financials of Pro's 2022 year. Pro will also be offering an online option via Zoom for those unable to attend. Please contact Pro Cooperative's Headquarters office to be sent the Zoom meeting link, 712-335-3060.

PRO COOPERATIVE'S MARKET OUTLOOK MEETING - WINTER 2023

January 17th, 2023 - 9 AM

The Shores at Five Island, Emmetsburg, IA

Join us for keynote speakers and a morning filled with marketing information featuring Matt Campbell, Risk Management Consultant at StoneX Financial Inc. Joining Matt is Erik Triggs, Risk Manager with Energy RMS.

PRO'S NEW HUMAN RESOURCES TEAM: AMY MORTENSON & KIM PETERSON

Pro Cooperative's Human Resources team has a new addition! Right before 2022's harvest, Amy Mortenson became the HR Manager. She was originally the HR Assistant and received the promotion shortly after harvest began. Her prior role as the HR Assistant has been replaced with Kim Peterson, a newcomer to Pro Cooperative's team. As explained by Mortenson, "I am really excited to have Kim on our team. She is very personable, is adaptable to new situations, and is empathic. All these characteristics are needed in the world of HR". Mortenson shares she has been at Pro Cooperative 9 years and 7 of them in the HR world, and one of the biggest things that she has learned is every employee wants to feel valued and appreciated. "It is our job in HR to help all of our teammates go home every evening feeling respected and welcomed while they are at work".

Kim Peterson: The Humboldt native is energized joining Pro Cooperative's team. As shared by Peterson, "I worked in a chiropractic clinic prior to Pro Cooperative on the administrative side. I was ready for a new challenge, and I wanted to get back to where my heart sits: helping people." A big portion of Peterson's day-to-day is assisting and planning the employee relational activities, including open enrollment paperwork, on boarding new employees, amongst many other duties. She goes on to explain, "Amy and I are both working on receiving Human Resource Certificate together! I joined Pro about a month ago and I am excited to continue growing and learning!" Kim enjoys being with her two kids and working on DIY home projects in her free time.

Amy Mortenson: "I joined Pro Cooperative in 2014 as an Admin Assistant and have worked my way into the profession that I have wanted since I was in High School: HR Manager. This profession has been so rewarding for me because I enjoy helping others and assisting them become a better version of themselves". Mortenson is originally from the Sioux Rapids area and graduated from DMACC in Boone with a Business Administrative degree. She shares that she enjoys the variety in the day-to-day that this position offers, "the team members of Pro Cooperative are the backbone of our company and I am excited to continue to help and support them". She enjoys being with her family and friends in her down time and doing crafts. Congrats to both Amy and Kim, Pro is excited to have you aboard!

Amy



Kim



AGRONOMY UPDATES

TERRIL'S NEW SPRAYER!



Pro Cooperative's agronomy department added a new John Deere 612R Sprayer to the fleet earlier this year! This sprayer is based out of the Terril location and sprayed 28,000 acres in the northern portion of Pro Cooperative's trade area between this spring and summer months. This machine was added to the fleet to help spray post emergent corn and soybeans in the spring and high clearance corn in the late summer. This machine has been a great asset to the agronomy department!

PRO'S AGRONOMY SUMMER INTERNSHIP PROGRAM

Pro Cooperative has a variety of exciting internship opportunities to gain hands on experience that will relate the classroom to the field! Pro's Agronomy Department 2022 summer intern, Alexis, was based out of Pro's northern locations. She focused on looking at PGRs (Plant Growth Regulators) and how Foster affected the soybean crops this year. Pro Cooperative is now looking for our 2023 summer interns! To apply and learn more about Pro's summer internships, go to www.procooperative.com.



ENERGY UPDATES

ENERGY MGR. ANNOUNCEMENT



Pictured above at Pro Cooperative's Pocahontas Bulk Energy facility with the newest fuel truck is Kris Hauswirth and Rod Stoulil.

After 20 years of service to Pro Cooperative as the Energy Manager, Rod Stoulil has announced his retirement. He shares, "I have thoroughly enjoyed my role with Pro Cooperative over the years. I will miss working with our customers, members, and employees across the trade area over the years." Stoulil continues with his retirement plans, "I will now focus my retirement efforts on my family, my farm, and many unfinished projects in my shop!". Pro Cooperative would like to thank Rod for his many years of leadership and dedication to our company. We wish him the best during his retirement.

Pro Cooperative would like to congratulate Kris Hauswirth on his new role of Pro Cooperative's Energy Manager. Hauswirth will assume the role and responsibilities of Energy Manager on September 1, 2022. He comes to the energy department after four years of being a Grain Origination Specialist within Pro Cooperative where he helped with merchandising, originating, and accounting in the grain department, along with being a licensed broker with Pro Cooperative's Cement Plant Futures grain brokerage services. Hauswirth is a native to the Havelock area and now lives in Emmetsburg with his family. Congrats, Kris on your new role at Pro Cooperative!

TERRIL FUEL PUMP UPDATE



The Terril fuel station is officially open to service members, customers and guests of Terril! Since the station's opening day on July 1, 2022, it has been a great success! The station is located along HWY N14 on the South side of Terril. The products available at the Terril 24/7 fuel station are premium gasoline 91 octane, E15 gasoline fuel, #2 clear diesel fuel, and premium diesel. We welcome most credit cards, Pro gas cards and Sinclair's Dino Pay. Be sure to stop and check out Pro's new fueling station facility in Terril!

FEED UPDATES

PRO COOPERATIVE'S FALL MINERAL PROMOTION!

Stop into one of our Pro Cooperative locations to stock up on your fall and winter bagged mineral needs now!

PROMOTION DISCOUNTS:

*valid while supplies last

Bagged Minerals:

- \$40 off/ton or \$1 off/bag
- 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 Front All Season 7.5 Complete Altosid



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

Haley Davis

712-358-2494

hdavis@procooperative.com

Mark Strohman

712-363-6001

mstrohman@procooperative.com

GRAIN UPDATES

HARVEST RECAP:



Thank you all for joining us during the 2022 Customer and Employee Appreciation Lunches at locations this fall! This year we served and delivered 1400 meals to our farmers and employees between 14 grain elevators.



ROLLINGSTOCK ADDITIONS:



In the early part of this past summer, Pro added two gently used Volvo semi-trucks and two Wilson grain trailers to the Grain Department's rollingstock fleet. With the current supply chain disruptions, Pro purchased two used Volvos to help with the demand of the department as purchasing and ordering new wasn't realistic. In addition to the new Volvos and trailers, Pro also added a couple new pickup trucks across the company.

2022'S SAFETY IMPROVEMENTS RECAP:

Pro Cooperative is committed to safety! It is the company's goal to send each Pro employee home safely every night. This year alone, Pro has spent almost half a million dollars on safety. Some of the projects not photographed below include: installing 6 zero-entry bin sweeps in Terril (2), Bradgate, Pocahontas, Rutland and Ayrshire. Haz Monitors were installed inside all grain legs and swing gates on most of the ladders at each elevator across all 14 grain locations. Havelock loads numerous grain trains throughout the year so adding additional lighting stations outside was also a priority.



In late spring, Estherville's loading dock to their general warehouse was replaced. This loading dock is used when Pro's vendors drop off product.



Many locations have been remodeling their offices. Rutland's office floor was replaced in the early part of the summer this year! It sure looks nice!



Many locations, including Manson conducted some structural silo bin repairs on their cement silos. This was done to help with the general aging of the silos and to keep the grain in better condition while it is being stored at the elevator.



Prior to the bottom load-out area being added to the Pocahontas Energy Bulk Plant, the fuel drivers would have to climb on top of the fuel trucks to fill their bulk trucks. Now this new system has the truck fill the fuel trucks on the sides or the bottoms of the fuel trucks so drivers are safer and do not need to climb on top of the trucks.

2022'S TOWNHALL RECAP:



Thank you to all those that attended the 2022 Townhall Meetings this past summer. A quick recap of meetings is be sure to order and pay for the winter propane or availability may be tight. Additionally, agronomy's dry fertilizer, glyphosate availability and potash will be tight for the 2023 growing season. Be sure to plan ahead.

JUNE EMPLOYEE EVENT!



Pro Cooperative hosted an employee event at The Shores on Five Island in Emmetsburg in late June. This family friendly event was an appreciation BBQ for our employees and their families. Eli Alger, a country music band, came and sang during the meal and cornhole games. It was a very fun evening for all those attended! We had 200 people in attendance - about 70 employees and 10 board members, along with their families!



TERRIL'S OPEN HOUSE!



The Terril 24/7 fueling station had their open house to celebrate the opening of Sinclair station. This family friendly event was held in late June at the Terril location. At the event, a few cornhole games were played and a delicious BBQ meal was served.



PRO SPONSORS 4 STUDENTS TO AFA CONFERENCE

Pro Cooperative helps sponsor scholarships and conference trips to the AFA conference in Kansas City, Missouri every fall. Agricultural Future of America (AFA) program is for high school seniors and college students interested in pursuing a career in Agriculture following college graduation.



Clayton Swanson, a native to Emmetsburg, is the first AFA scholarship recipient.

Clayton is a senior studying Agricultural Studies at Iowa State University currently. He shares he is very excited to attend the 2022 AFA Conference this fall, “attending this conference is an opportunity to network within the agricultural industry. I want to continue to build relationships within the agricultural industry and the AFA conference can help with accomplishing this goal”. Clayton is an active member of the Greek community at Iowa State while also working for farmers in the Emmetsburg and Ames area. Congrats, Clayton!

Grant Kuehnast is also a recipient of the 2022 AFA scholarship. Grant is originally from Humboldt and is currently a junior at Iowa State studying Agricultural Business. Grant has participated in many community service activities while at school including helping the Food Bank of Iowa and the American Red Cross. As shared in his application for this scholarship, one of the greatest successes he has had is obtaining his FFA American Degree, “being raised on the farm, I was exposed to agriculture early on and that’s what I grew up loving.” He continues that he rented acres from a few neighbors and has begun growing his entrepreneurship skills. He hopes to expand his entrepreneurship knowledge and connections at the AFA conference. Congrats, Grant!



Ben Quade, a Manson native, is an AFA conference trip recipient. The Iowa State senior is studying Agricultural Engineering and is an active member and leader of many student organizations including Iowa State Fluid Power Club and his church in Ames. Additionally, Ben has worked for Kinze Manufacturing as a Test Engineer for a co-op internship opportunity this past spring. Ben shares, “At the AFA conference, there are many ag industry representatives in attendance, and I am looking forward to connecting with them and growing my professional relationships.” Congrats, Ben!

Calvin Carlson, originally from Humboldt, is currently a senior studying Ag Business and Economics at Iowa State. Calvin is receiving one of the conference trips to the AFA Conference in November. Calvin is extremely active in his college organizations such as being an officer for numerous clubs, a student leader for his church, as well as holding a teaching assistant position for Econ 230 “Farm Business Management”. In Calvin’s interview for this opportunity, he shares: “I hope to build relationships with the leaders and members of the Student Advisory & Ambassador Teams at AFA”.

Congrats, Calvin!



PRO HELPS THE LOCAL COMMUNITIES

In late May, Pro's Gracie Vathauer presented a donation to the Havelock Fire Department. They are in the process of purchasing a new fire truck and Pro's donation will help with funding the truck. Accepting the donation is the Havelock Fire Department.



Pro Cooperative supports numerous county 4-H programs in the trade area. In mid March, Pro donated to the Palo Alto 4-H Foundation to help fund county activities for the youth. On behalf of the Palo Alto 4-H Foundation, Kim Hoffman accepted the donation from Pro's Gracie Vathauer.

In mid June, Gracie Vathauer presented a donation to the Wallingford Fire Department. The donation was four Sinclair gas cards for their annual community fund raiser event! Accepting the donation is Jarrod Fischer with the Wallingford Fire Department.



At the beginning of the softball and baseball season for GT-RA schools, Pro's Gracie Vathauer donated popcorn bags to the Ruthven-Ayrshire athletic program. Popcorn bags were also brought to the Graettinger school to be used for the winter sports this school year.



LEFT: Pro's Gracie Vathauer presented a donation to Hoolio's Bar in late May. This donation went towards their 4th Annual Car Show that occurred this past June.

RIGHT: In May, Pro Cooperative donated to the Gilmore City Garden Club to help keep Gilmore City's streets looking beautiful. Pictured receiving the check from Pro's Gracie Vathauer are a few members of the GC Garden Club.





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