

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 2

WINTER 2023





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Hello all! I write to you all on a very cold and snowy day in February. I am thankful for the additional moisture of this winter through the snow and rain, but personally, I am ready for the warmth and sunshine that the spring brings. In this newsletter update, you will find updates of the happenings at Pro Cooperative as well as reflect on some of the past events. To begin, I want to thank all those who attended our Annual Meeting in early December. It was a successful event that started with a welcome from Jim Shimon, Pro's Board President, then moved to an update from Todd Glynn with Meriwether Wilson and Company, PLLC, which was then followed by my remarks to the happenings of the Cooperative. I want to say also, thank you all for your continued business with Pro Cooperative and we hope to see you at the next Annual Meeting.



At the Annual Meeting, Jim announced our two capital projects that will be completed before the fall of 2023 in Havelock and Pioneer. In Havelock, the construction has begun to build two new 800,000+ bushel bins as well as 6 new topside conveyors and accessories. More information on this project is on page 13. In Pioneer, a new dryer will be added to the facility. The current dryer is old and is needing to be replaced. More on this project on page 11. After closing the Gilmore City Auto Service Center due an employee shortage at the location, we are excited to announce that we have reopened the facility. Be sure to attend the grand reopening celebration at the end of March!

Earlier in January, the Pro Cooperative Board of Directors and Pro's Department Leaders all met in Omaha, in conjunction with AGP's Annual Meeting, to strategically think about Pro Cooperative's future. We will be focusing on the business's growth as well as enhancing the customer and member experience at all levels at Pro. In the October newsletter, we announced Kris Hauswirth is the new Energy Department Manager and I am optimistic in the path that he has the Energy Department on right now. The Grain Department, the Feed Department and the Agronomy Department are doing mindful activities to be efficient and profitable. I have full trust and confidence in the talented team members at Pro Cooperative. If you or someone you know would like to learn more about what we are doing at Pro Cooperative, please don't hesitate to reach out. We appreciate our members, customers, and our employee team. Thank you all for your loyalty and patronage to Pro Cooperative.



PRO'S ENERGY DEPT MANAGER: KRIS HAUSWIRTH

At the beginning of the new fiscal year also brought a new Energy Manager onto the scene at Pro Cooperative. Kristopher Hauswirth has switched roles from being a grain originator to becoming Pro Cooperative's Energy Department Manager! The Havelock/Pocahontas native started working for Pro Cooperative in 2018 and was drawn to the company originally to help farmers manage their financial risk in their operations. "What excites me about working for Pro is how every day brings a new challenge and new opportunities to improve our business," shares Hauswirth.

Hauswirth is a Pocahontas Area Community Schools graduate as well as holds an accounting degree from University of Northern Iowa. Following his college career, he passed the CPA exam and started his professional career working at a public accounting firm in Des Moines. After working in accounting, he moved back to the area to be closer to family and help on the farm. "I began working for Pro Cooperative in the grain department working with farmers helping them market their grain. I obtained my Series 3 brokerage license to help farmers utilize futures and options to hedge their price risk," explains Hauswirth. His goals for his new role includes, "big picture, helping Pro Cooperative become the best place to work and best place to do business. Right now, I'm focused on learning everything I can about the different areas of our department: fuel delivery, fuel stations, service work, service shops, etc."



Hauswirth is excited to continue to grow relationships with his co-workers at Pro Cooperative and believes the team has a great mix of skills, knowledge, and experience. He continues, "As we grow together as a team, I believe we will uncover new ways to take care of our customers." Outside of work, he likes spending time with his family, cycling, golfing, and helping with the family row crop and Simmental cattle operations. Congrats on your new position, Kris!

GROWING KNOWLEDGE:



Earlier this winter, Pro Cooperative hosted an OSHA 10 class for over 25 employees to learn more about safe work practices. The instructors for the class are Pat and Vic with Pro's insurance company. In addition to in class trainings, the Pro staff was able to tour three of Pro's Pocahontas facilities to observe different safety practices.



A DOT Training was also conducted at Pro Cooperative's new training facility in Pocahontas earlier this winter. All CDL drivers and HAZMAT licensed staff were updated on the new DOT rules and regulations during the trainings.



In the middle of January, Pro Cooperative held a successful Winter Market Outlook Meeting in Emmetsburg, IA. Thank you to all employees and producers that attended the event. Also, thanks to our presentors, Erik, Matt and Karl. Be on the lookout for our August Market Outlook Date in our next newsletter!



A message from Pro's Agronomy Team:
Pro's TALC USA Promotion
June 7, 2022

With planting season right around the corner, Pro Cooperative wants to make sure you are ready! Pro Cooperative is partnering with TALC USA to provide you with premium quality TALC products!

Over \$6 in possible savings per pail of TALC USA by showing your Pro Cooperative Agronomist this email!

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 5% Manganese by



A message from Pro's Energy Team:
2022 Year End Fuel Program
December 8, 2022

Take advantage of these fuel savings!!
Fill your dyed diesel tanks now through Dec. 31st to lock in discounts or extended payment terms.

**PROGRAM RUNS NOW THROUGH
DECEMBER 31, 2022**

Take delivery in December and:

Do you want to stay up-to-date with current events at Pro Cooperative? Are you interested in receiving timely notifications in your email inbox? Sign up to receive Pro Cooperative's emails! Send a message to procoop@procooperative.com and ask to be added to our email list!



A message from Pro's Board of Directors
Pro's Annual Meeting 2022
December 8, 2022

Be sure to join us TONIGHT for Pro Cooperative's Annual Meeting! The meeting will start at 6 pm with a hot meal.

**Pocahontas Expo Center at the Pocahontas Co.
Fairgrounds, Pocahontas, Iowa**
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.

Visit our website!
www.procooperative.com



Find Pro Cooperative on
Facebook!



Website

Pro's Estherville location: 712-335-3060
or your preferred Pro Cooperative location

Pay in December and save an
additional \$0.05 per gallon!



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Visit our website!
www.procooperative.com



Find Pro Cooperative on
Facebook!



Website

CONGRATS TO OUR 6th ANNUAL HARVEST PHOTO CONTEST WINNERS!

1st place - Public Division - People

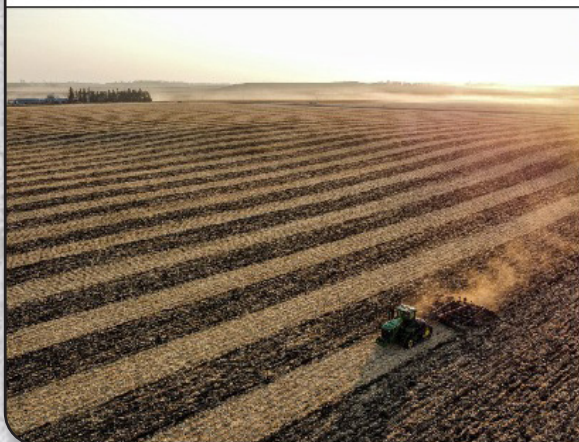


2nd place - Public Division - People



Public Division - People:
1st: Madisen Williamsen
2nd: Emilee Orwig

1st place - Public Division - Landscape



2nd place - Public Division - Landscape



Public Division -
Landscape:
1st: Craig Davis
2nd: Cale Salton

1st place - Employee Division



2nd place - Employee Division



Pro Employee Division:
1st: Koy Bakken
2nd: Kris Hauswirth

AGRONOMY UPDATES

TALC USA + PRO COOPERATIVE

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!



WHY USE TALC USA'S TALC?

- Premium TALC (200 mesh grind from 6.5 microns to 75 microns)
- Eliminates planter issues due to premium grade talc
- Talc USA has been bringing solutions to farmers for 13 years

WHY USE TALC USA'S TALC?

- Increase yield with a micro-nutrient boost (fortified with .7% Iron and 9% Manganese by volume for increase in yield and plant health)
- Products are mined and packaged in the United States!

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

PRO'S NEW PROPANE DELIVERY TRUCK



Before the end of the 2022 calendar year, Pro Cooperative purchased a brand new 2022 Westmor Industries propane trailer. This 6,000 gallon bottle is pulled behind a 2018 Peterbilt truck, which was also purchased in November. This propane truck and trailer is based out of the Pocahontas region and has been a great addition to Pro's rolling stock!

JOIN US IN GILMORE CITY!

- GRAND REOPENING OF PRO COOPERATIVE'S
GILMORE CITY'S SERVICE CENTER -

March 21, 2023 - 11:00 AM - 1 PM

Pro's Gilmore City Service Center, Gilmore City

Join us for lunch and conversation at Pro Cooperative's Gilmore City Service Center. Located along HWY 3 in Gilmore City. Come and learn more about Pro Cooperative's Service Centers!

Lunch will be provided from Arnold Motor Supply!

****Enter to win A FREE OIL
CHANGE at the Gilmore City
Service Center!****

****5 winners will be selected. 1 oil change per winner.
Non-commercial gasoline engines only. Work will be
completed at the Gilmore City Service Center only.****



Gilmore City's Service Center: 515-373-6452

FEED UPDATES

PRO COOPERATIVE'S CATTLE MINERAL TUBS

Pro Cooperative is excited to announce its own
line of mineral lick tubs!



AVAILA®-4 MINERAL LICK

Cooked Molasses Tub

A Free-Choice Supplement for Beef Cattle on Pasture or Roughage Rations
Contains ZINPRO® Organic Trace Minerals for Increased Bioavailability



30% PROTEIN

Cooked Molasses Tub

For Cattle on Pasture or Roughage Rations



Featuring 30% protein and Availa - 4 tubs, Pro Cooperative looks to increase the producer's decision power and provide more offerings in the retail feed market.

All tubs are manufactured with corrugated plastic to increase durability.

Pro's 30% protein tubs are great for supplementing cattle on roughage diets, while the Availa-4 tub provides the efficacy of trace minerals that are often missing from cattle on pasture.

**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 Strohmman

712-363-6001

mstrohmman@procooperative.com

GRAIN UPDATES

2022'S HARVEST RECORDS:



Terril had record soybean receipts for the 2022 harvest. Pictured above is most of the Terril team. Great work, Terril!



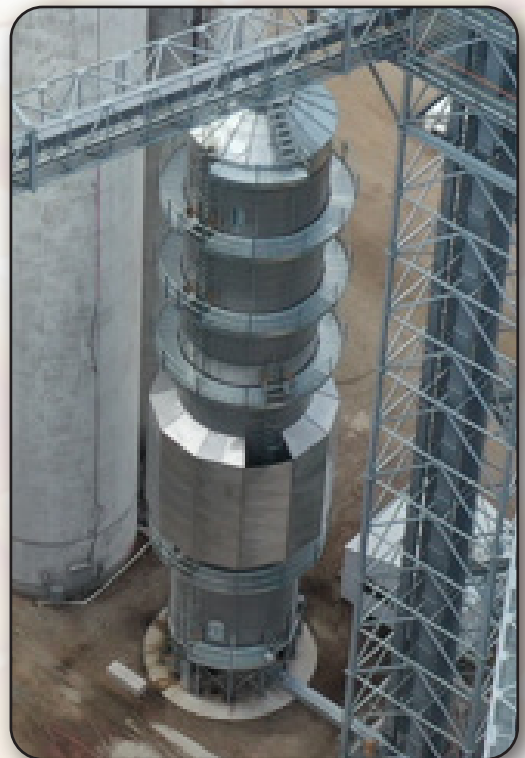
This past harvest season, Pro Cooperative's Plover location reached a record breaking volume in one day for their location. Above is the Plover Team. Nice job, Plover!

We couldn't have reached these milestone without the help of Pro's members and customers! Thank you for continuing to support Pro Cooperative and our locations!

PIONEER'S ANNOUNCEMENT:



In Pioneer this spring, Pro will be replacing a conveyor and dryer in Pioneer. The dryer in Pioneer will be the exact same one that was built in Pocahontas a few years ago. This addition will help with receiving wet corn in the fall from the farm. The project is expected to be completed this summer.



PRO COOPERATIVE'S 2022 ANNUAL MEETING RECAP:

On December 8, 2022, Pro Cooperative Board of Directors hosted its 2022 Annual meeting. This meeting was held in Pocahontas, Iowa at the Pocahontas County Expo Center at the Pocahontas County Fairgrounds. All nine current Pro Cooperative Board of Directors were present in person, while over 50 Pro Cooperative members and employees attended the meeting. 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. Copies of Pro's financial report are located at Pro's Cooperative office in Pocahontas.



To provide a quick recap of the meeting, board election results were announced to our members and board members. Jim Shimon opened the meeting with an update of the capital projects at Pro Cooperative. Then, 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 on how each Pro Cooperative department did in 2022 compared to 2021- financially speaking, and followed that with a discussion on some implementations that will occur at Pro Cooperative to improve the business overall. Pat Geelan, Tim Quade, and Jim Shimon were all reelected to serve on Pro Cooperative's Board of Directors.



Jim Shimon

Rolfe's region is represented by Jim Shimon.



Pat Geelan

Ruthven's region is represented by Pat Geelan.



Tim Quade

Manson's region is represented by Tim Quade.

HAVELOCK'S ANNOUNCEMENT:

Pro Cooperative is very excited to announce the expansion of our Havelock location. The plan is to add two 800,000+ bushel bins to the facility as well as 6 new topside conveyors and a reclaim conveyor and reclaim leg on the north side of the existing silos in Havelock. Pro's Havelock location is a key component in the shipment of grain out of Pro Cooperative to other end users across North America. With the Pro Cooperative team loading numerous corn and soybean trains out of Havelock, this addition to the company will help our team be safer and more efficient during the train loadout times. Have you noticed some dirt work being done on the west side of the office? That is planned to be the new driveway where grain trucks get probed before driving onto the scale by the office. This is to make the weighing in and out process more efficient.



Take a look at the progress at the Havelock facility! Right before the end of the 2022, the construction company began digging the boot pit on the north side of the elevator. Additionally, they moved dirt for the new probing station and truck staging area located west of the office.

Be sure to stay tuned to Pro Cooperative's Facebook page for more updates this spring after the ground thaws. The project is still projected to be completed before harvest 2023.

Photos taken: January 09, 2023



PRO DONATES 240 HOLIDAY HAMS BOXES!

During the past holiday season, Pro Cooperative donated 240 holiday hams to the Upper Des Moines Opportunity facilities of Pocahontas County, Emmet County, Humboldt and Palo Alto County as well as the New Opportunities of Calhoun County. On December 19th and 20th, Pro Cooperative donated 50 holiday hams to each of the counties of Palo Alto, Emmet, Humboldt, and Calhoun. Pocahontas County received 40 holiday hams meals.

On Monday, December 19th, 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, one can of corn, one package of instant vanilla pudding, 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, 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."



Pictured in the two photos above is some of the Pro Cooperative team members that helped assemble the 240 Holiday Hams.



Pictured to the left: Emmet County's 50 Holiday Hams donation

Pictured to the bottom left: Palo Alto County's 50 Holiday Hams donation

Pictured below: Calhoun County's 50 Holiday Hams donation

Pictured to the right: Pocahontas County's 40 Holiday Hams donation
Pictured to the right bottom: Humboldt County's 50 Holiday Hams donation



PRO HELPS THE LOCAL COMMUNITIES

Before the end of last year, Pro Cooperative presented a donation to the Prairie Lakes Annual Fundraising Banquet in Estherville. Accepting the donation on the organization's behalf is representative Clay Paulson.



In early January, Pro's Gracie Vathauer made a donation to the Emmet County Cattlemen for their annual Cattlemen's Banquet in February. Pictured with Gracie is Mike Schnell, an Emmet County Cattlemen representative.

The Pocahontas Shooting Sports Club received a donation for their club earlier this year. Accepting the donation was some of the members of the club from Pro Cooperative's Kim Peterson.



BOB'S RETIREMENT PARTY:



In November, Pro celebrated Bob Allen at his retirement party in Pocahontas. Bob, thank you for the 45 years of dedication to Pro's Energy Department and to Pro Cooperative's members. You will be greatly missed by all! We hope you enjoy your retirement, Bob!



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



LOCATIONS

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