

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 4

SUMMER 2023

GROWING TOGETHER  HARVESTING SUCCESS

PRO
COOPERATIVE





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Harvest has arrived! Where did summer go?! There have been a lot of exciting activities happening at Pro Cooperative this summer. Inside this PRO-VISION's newsletter, there are updates on the two big capital projects happening in Pioneer and Havelock. At this current time, we are planning for both locations to be able to use their new additions this fall. In Pioneer, the dryer is almost finished. The contractors were finishing installing the dryer and the electricians were working on their portion. The community of Havelock has seen a massive change in landscape this summer! The two bins are fully erected, the catwalk, the leg and conveyor are installed. We are still waiting for the electrical to be completed and to finish the receiving dump pit, but we are still planning to be able to receive grain this fall during the harvest. In other exciting news, the Board of Directors approved our 2024 CapX projects. This next fiscal year, we will be adding a grain project in Graettinger and an agronomy facility to Terril. In our next newsletter, we will share more details. We are also excited to welcome many new faces into our Pro Cooperative team this past summer as well as congratulate those who received promotions within our company.



At our employee + board of director's event that we referred to as 'Christmas in July', we rolled out our slogan, 'Growing Together, Harvesting Success' and tagline, 'Grow with Pro!'. This addition was created to help generate top-of-mind awareness of our company within the marketplace. To learn more about this addition, see page 15. We also continue to partner with many local first responders within the communities, recently we partnered with the Fire Dept in Pocahontas for a grain bin engulfment and evacuation training done in Pocahontas. This was a successful training for all in attendance to help educate how to successfully rescue (or recover) someone trapped inside a grain bin. Please remember to be safe this harvest season. Just a few seconds can make a big difference in the outcome of a situation, slow down and don't lose focus on getting the fall's tasks done safely. Until next time, Terry.

PRO'S NEW LOCATION MANAGER: AYRSHIRE - SUSAN SIKORA

Pro Cooperative's Susan Sikora has been promoted to Location Manager at our feed mill in Ayrshire!

The Graettinger native has seen Pro Cooperative through many adventures throughout the years. She first started working in Graettinger at the Graettinger Terminal Coop. Then she transferred to an Admin Assistant after the 1987 Farmers Coop merger went through. "I have seen many milestones while working in this cooperative world. It is unique: the farmers, the employees, the business - I love and enjoy it all! I grew up in a farming family, but going back to the family farm after finishing my college education wasn't an option.

I knew I wanted to be involved with the Agricultural industry and working at the elevator seemed like a good idea to combine both of my loves of business/accounting and agriculture."



Sikora has been a part of the feed industry since she started 36 years ago by billing and bookkeeping in both departments of the business. She adds, "when Ayrshire got an office built onto the mill about 5 years ago, I transferred to the mill. A lot has changed in the last 5 years at the mill! For the last month or more, we have been setting record tonnage that is being manufactured and delivered at the mill. It has been exciting to be a part of the growth of this location." Sikora mentions that she is excited for her new position as the location manager because she is eager to help make the mill more efficient and continue to get feed orders out in a timely and safe manner. "One of the neat things about the Ayrshire Feed Mill location is Pro is making and delivering feed 24 hours a day, 6 days a week. Our team members work hard to make sure ingredients and orders are delivered with consistency."

Another big aspect of the feed mill is the grain side of the feed mill where farmers dump grain for the mill to produce the livestock feed. "My mission is to help all who work at this location to work together as a team to produce feed in a safe and efficient manner, from the grain being dumped to mixing each individual batch to delivering the feed to the site. I am eager to see this location continue to thrive and grow for many years into the future". When she is not at work, she enjoys being with her husband, three children and their spouses and her grandchildren, as well as in her flower garden. Congrats, Susan!

PRO'S NEW LOCATION MANAGER: ESTHERVILLE - TERESA OLSON



In our Estherville location, Pro Cooperative is excited to congratulate Teresa Olson on her new position as the location manager! She is originally from Nevis, Minnesota and went to college at Iowa Lakes for Business Management and then to Briar Cliff University for Business Admin and Management. Teresa started as an administrative assistant in September of 2019 in the Estherville location, "I was originally drawn to work for Pro because I had heard of their great benefits. I had left my former place of employment and the administrative assistant at that time, Jean Watters, asked me to join Pro. I made the right decision," she says with a smile. The Estherville location is unique because it is the only one at Pro Cooperative that specializes solely in fuel and oil delivery. "This location is a one-stop-shop for all energy needs. From bulk oil to bulk diesel or gasoline, to also the cardrol systems supported by Sinclair, this facility has everything a producer might need to fuel their machines and I am excited to see the growth of this location in the years to come".



When asked what her mission and goals are for her new position is, she responded with, "my goal is growth within our location. We are always looking for new producers, customers, and members to serve them their energy needs in the area. I also want to regain past customers who haven't done business with Pro for a few years. Positive relationships with the customer are the key component to being successful." She continues by saying that she wants to continue to build a strong team that works together to accomplish the tasks while being safety conscious and for the team to be cross trained in many facets of the company.

Olson also served on the Wallingford and Estherville Ambulance as an EMT. In her free time, she enjoys spending time with her family, friends, landscaping, being a property manager and realtor as well as learning her new instrument: the violin. Congrats, Teresa!



PRO'S NEW ENERGY SALES SPECIALIST: RYAN KLAASSEN

Pomeroy native, Ryan Klaassen, has joined the Pro Cooperative team as an Energy Sales Specialist as of May 1, 2023. Ryan is a 4th generation farmer and grew up in the rural community of Pomeroy. While attending Pocahontas High School, he found his passion for learning how mechanics worked and was especially interested in large farm equipment. He then continued his education at the Iowa Central campus in Fort Dodge to become a Diesel Technician. Klaassen shares, "I went to continue my education for diesel technician because I grew up on a farm and I wanted to bring something back to the farm that I could use in everyday life. I like working with my hands and seeing how large equipment worked from the inside out".



Before coming to Pro Cooperative, Klaassen was a combine and tractor technician where he learned the ins and outs of numerous styles of farm equipment. He explains that his previous employment and experiences will help him in his current role at Pro Cooperative. "Being the Energy Sales Specialist, it is very handy knowing how the mechanical side of farm equipment works so I can better serve our farmers. When farmers call asking why their equipment is having troubles, I can help them find a solution by suggesting different grease, lubes, diesel, or gasoline treatments, etc. The number one goal is making sure the customer is successful and has operable equipment".



When asked what a typical day looks like, he shares that he travels around the countryside talking to growers and producers about the many aspects of properly managing farming equipment. Some conversations include the importance of keeping clean diesel, propane, and gasoline tanks, refilling the tanks with good quality fuel, as well as frequent servicing of the tanks. "My day-to-day is different everyday and that is something that I greatly appreciate! I enjoy having conversations with farmers and discussing the different products that could help them in their operation." He adds that it is quite beneficial the wide array of products that Pro Cooperative offers to growers. As depicted above, he is placing a tank moisture tester to see if there is water inside this grower's diesel tank. He suggests practicing this good preventative maintenance strategy for farmers to use in their gasoline or diesel tanks to check for moisture. In his Klaassen's freetime, he enjoys being with his family and farming on his family's beef farm. Welcome to Pro Cooperative, Ryan!

SPECIAL REMINDERS:

A special reminder for those hauling grain into Pro Cooperative's elevators this fall, we are a zero tolerance facility for treated seeds found in grain. Be sure to clean out your equipment before using it for hauling grain to Pro Cooperative's facilities.

WARNING!!!

**THE U.S. FOOD AND DRUG ADMINISTRATION
AND THE U.S. GRAIN STANDARDS ACT ALLOW**



FOR TREATED SEED OCCURRING IN GRAIN.

**PLEASE MAKE SURE ALL EQUIPMENT IS
THOROUGHLY CLEANED AND INSPECTED
BEFORE USING IT FOR GRAIN TRANSPORTATION!**



GRAIN INDEMNITY FUND:

We want to give a heads up to our grain farmers. Beginning September 1, 2023, you will see ¼ cent per bushel taken from your grain check to go to the IA Indemnity Fund. For more information, please visit the Iowa Dept of Ag & Land Stewardship website.



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

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

Are you ready to join the Pro Cooperative team? Go online to www.procooperative.com to learn how you can join our team!

AGRONOMY UPDATES

CURRENT SOIL TEMPS



Are you wondering what our current soil temperature is in NW Iowa? Pro Cooperative has three soil probes to read what the soil's temperature is RIGHT NOW! These soil probes are located in Manson, Havelock and Terril and read the temperatures at both a 6-inch depth and a 12-inch depth. The temperatures are recorded and updated every hour on the website. These probes are helpful in the fall to help farmers decide when to apply anhydrous ammonia. In the spring, it can also assist in deciding when to start planting. You can find this information under the agronomy tab on the top of Pro's website. Interested in what the soil's temperature is? Take a look at: <https://procooperative.com/current-soil-temps/>

ENERGY UPDATES

Your productivity depends on diesel engines operating at peak performance under the toughest conditions. Pro Cooperative is your source for the unmatched protection of Cenex Premium Lubricants.

Cenex Lubricants are specially designed to safeguard your hardworking tractors and equipment against wear, friction, and extreme conditions. From the heart of planting season to the peak of harvest, keep your machinery running smoothly.



Pro Cooperative can help with an oil sampling and testing program to help you see what's truly going on under the hood:

1. Find concerns and address them before you're parked in the field or side of the road.
2. See when every box is checked green, and you can extend service intervals and save money.
3. Increase the value of your trade in with a lab tested clean bill of health.

In addition to premium products, utilize a Cenex cost share program to invest in bulk oil storage tanks, pumps, hose reels, or meters. Spend less time wrenching and more time farming.

Call Ryan Klaassen at 712-240-0062 to learn more about how Pro Cooperative can help your farm.

GRAIN UPDATES

HAVELOCK'S UPDATE:



The bins are fully erected! We are so excited to finally see almost fully constructed grain bins. The construction crew still needs to put the catwalk in above the bins, the conveyors, etc. They are also pouring the last portion of the bootpit. Photos from the morning of 8.23.2023. More updates coming soon, there will be lots of exciting developments within the next 20 days as we approach harvest! The plan is still for the project to be ready to dump grain this fall.

PRO PARTNERS WITH POCAHONTAS FIRE DEPT

With harvest quickly approaching, it is important to remember to practice safety while working with grain bins. On Saturday, July 29th, Pro Cooperative partnered with the Pocahontas Fire Department for a grain bin evacuation and rescue training and demonstration. The training included a 3.5 hour classroom discussion followed by a demonstration with a live grain bin prop.

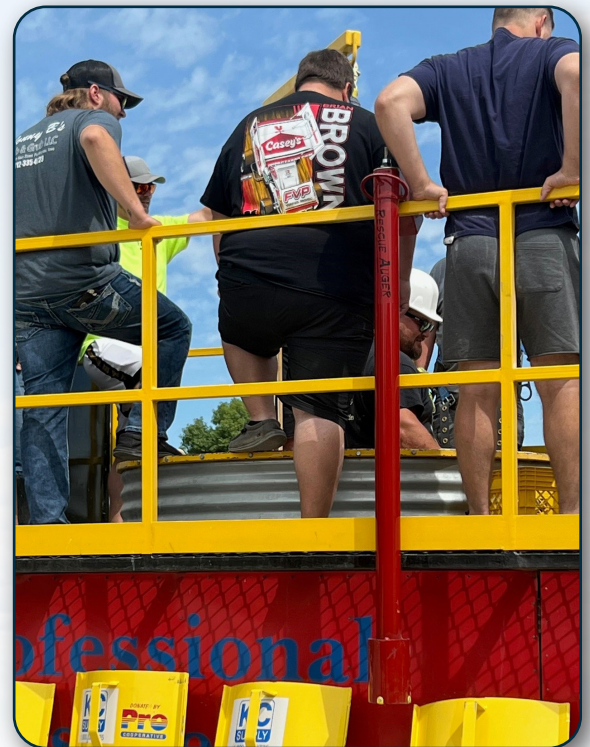
Grain bins are a crucial aspect of agriculture, providing an opportunity to store grain all year for farmers and the local elevator. These bins are very important to row crop farmers but can also be dangerous if the proper procedures aren't followed. Grain bin engulfment is a serious situation that can happen in just a few seconds. According to AgDaily, there were 42 reported grain-related entrapments that occurred this year alone. "This year had the highest number of reported grain entrapments in over a decade". Just in Iowa alone, there were 24 confinement cases and 8 grain entrapment cases. With these startling statistics, the two teams, Pro Cooperative and Pocahontas Fire Department wanted to be trained and ready in case a situation like this occurs in our area.



Dan Wallace, location manager at Pro Cooperative's Pocahontas location, stated the training was extremely educational and hands on for all in attendance. The training and demonstration was provided by Professional Rescue Innovations (PRI), who offers different training courses for firefighters, industrial workers, and emergency personnel. Wallace shares, "there is always a possibility for these scary situations to happen. This training provided the 'why' to the importance of knowing what to do to avoid these situations and how to handle them if they arise. It was nice to do this training with the local Fire Department so both parties are on the same page for when this day might happen." He continues, "If this situation were to happen at the elevator, we know how to manage the situation until the fire department arrives on scene. Thankfully, Pro has really focused on safety these last few years and have been implementing all grain bins to have a zero-entry sweep inside the bins so our staff doesn't need to enter the bins to help eliminate the opportunity for an engulfment."

Pocahontas Fire Department Chief, Jim Malecek, was also in attendance for the bin training at the Fire Department Station in Pocahontas. He mentioned that it had been 10 or more years since they had a training on grain bin safety, evacuation, and rescue. Malecek shares the Pocahontas Fire Department has all the tools to successfully execute a rescue (or recovery) for a grain bin engulfment that should occur in the Pocahontas area. "The Fire Department had 18 of the 26 members attend and participate in the training and almost half of our department has not done a training like this before". The firemen were also able to experience the engulfment firsthand by being buried in the grain to feel what it is like to be trapped. "The guys were buried knee, waist, and chest high in grain to feel what it is like to be trapped in the grain and then the other firemen could practice rescuing them with the tools the department has on the trucks. Those that were buried chest deep mentioned that it was challenging to breathe due to the pressure of the grain. Those statements just reiterated the importance of how quickly the situation could go south if we don't move quickly, while also keeping in mind the safety of the individual we are saving and ourselves. Every second counts in these scary situations and now we know how to safely save someone from an engulfment if we need to thanks to the training."

One of the key points from the training is to remember to stay calm. Once an individual is trapped, the grain acts like quicksand and they will get stuck more if they try and get themselves out. Additionally, once grain is past knee high, it is nearly impossible to move. Never go into a bin (called an entrant) without someone watching from the outside (called an attendant). Always be tied off and have a safety harness on so rescue crews can find the person inside the bin faster. If you don't feel like it is a good idea or it isn't safe to enter a bin, don't. Two sets of eyes are better than one, sometimes the second person sees a hazard the first person doesn't see like shelved up grain on the sidewalls of the bin, grain stuck to the ceiling of the bin, or misjudge how deep the grain is on the floor. Lastly, it is never a good idea to go into the bin while moving grain in or out of the bin. Always call the first responders if someone is trapped in grain; every second counts in these scary situations.



PRO PARTICIPATES IN NUMEROUS LOCAL PARADES

Have you seen Pro Cooperative in a parade in your local city celebration this year!? We have been apart of almost 20 parades in the area, spanning from Milford to Fort Dodge. Thank you to the many Pro Cooperative staff and their families that have been apart of the parade team this summer! These are just a few of the parades that we got photos from!



Thank you to our teammembers for being a part of the parades this year. Tim (and Holly), Trey (and family), Christine (and family), Tony, Gracie, Isaiah, Craig, Geoff (and family), Darrell, Mike, Geoff, Matt, Erin, Glen, Dale, Ryan, Cassidy, Chris and others in the Pro family

PIONEER'S UPDATE:



We are in the final stages of finishing the new dryer project in Pioneer! It has been a long process, but we are nearing the end! Depicted in these photos are the progress of the dryer as well as the new conveyors and accessories. Photos on 8.25.23

PRO COOP CELEBRATES WITH OUR TEAMMATES

In late July, Pro Cooperative celebrated its wonderful staff and board members! Many team members and board members came to join us at the Shores in Emmetsburg. We were also joined by the Jeremy DeWall Band, they were AMAZING! Thanks again, Jeremy DeWall Music for the wonderful entertainment that evening! This year's theme was 'Take Me Out To The Ballgame!' We had all things sports related, from sports themed food like walking tacos, ice cream machine + the fixings, nachos, cheeseburgers, hotdogs, brats, and freshly popped popcorn for employees and their families to enjoy. Staff members listened to the band play while throwing many rounds of corn hole, ladder golf, and many other games. It was a beautiful night filled with many laughs, some good food and fun prizes! We are so thankful for our staff and Board of Directors at Pro Cooperative! We are excited for next year's summer employee event!



PRO HELPS THE LOCAL COMMUNITIES



Pro Cooperative's Gracie Vathauer presented a donation to the Wallingford Fire Department for a general donation to help purchase new hoses and other emergency response equipment that needed to be updated this fall. Accepting the donation is Jarrod Fischer, Fire Chief for the department. Pro Cooperative partnered with Land O Lakes to help match Pro's donation



Earlier 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.



Pro Cooperative believes in giving back to the committees that our employees and producers live and work in. The City of Rutland will be constructing a new shelter building at their Rosemill park on the south side of Rutland. The new facility will be located near the camp grounds and will have bathrooms and showers for guests to use while they are visiting the park. It will also act as a storm shelter for the community if bad weather arises. Accepting the donation from Pro's Gracie Vathauer was Susan Tille, the City's Mayor. Pro Cooperative partnered with two other organizations to help match the donation that Pro contributed to this project. We are excited to be a part of this project in Rutland!



Pro Cooperative's Gracie Vathauer presented a donation to the Graettinger Fire Department in mid August. These funds will be going towards the purchase of new fire fighting equipment they need to update this fall. Pro Cooperative is very thankful for the local fire departments and first responders in our communities. Pro also partnered with another company to provide matching funds for the cause.

The landscape of farming is continuously changing.
Pro Cooperative is ready to change with it.

— GROW WITH —

PRO

COOPERATIVE

GROWING TOGETHER | HARVESTING SUCCESS

This addition of a slogan and a tagline to Pro Cooperative's brand was created to convey the intentionality of living out Pro Cooperative's vision every day. Pro Cooperative is here to grow with our producers and employees. Together, we will harvest success in all facets of our company.

Introducing Pro Cooperative's slogan and tagline.

GROWING TOGETHER  HARVESTING SUCCESS

*Growing Together,
Harvesting Success*

Building a strong slogan and tagline helps create an awareness in the marketplace. A slogan is a short phrase to identify a company. The slogan, Growing Together | Harvesting Success, conveys the spirit behind our cooperative - empowering employees and farmers to work together towards a common goal. Our cooperative provides an environment for all to thrive in the community economically, socially, and environmentally. This slogan represents Pro Cooperative's unwavering commitment to fostering unity, promoting growth, and achieving success for all.

GROW WITH PRO 



While a tagline focuses on a quick aspect of the company that is straightforward and easy to remember. The tagline, Grow with Pro!, simplifies our slogan. Our tagline highlights our company's core values of growing together, teamwork, and supporting each other while also conveying the unique opportunities and advantages of being a part of Pro Cooperative. Our company acts as a catalyst for growth by providing access to a wide range of resources and opportunities for both employees and producers of Pro Cooperative. Together, we will continue thriving in a rapidly evolving agricultural landscape.



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

GROWING TOGETHER  HARVESTING SUCCESS



LOCATIONS

Ayrshire 515-884-8410
Bradgate 515-375-6523
Estherville 712-362-3857
Gilmore City 515-373-6174
Gilmore City Auto .. 515-373-6452
Graettinger 515-884-8298
Havelock 515-890-5402

Laurens 515-890-5460
Manson 515-890-5409
Milford 712-338-2223
Pioneer 515-373-6513
Pocahontas 712-335-3575
Pocahontas HQ .. 712-335-3060
Pocahontas Auto .. 712-335-3611
Plover 515-890-5420

Rolfe 515-890-5430
Rolfe Heartland .. 515-890-5473
Rolfe Auto 515-890-5463
Ruthven 515-884-8430
Rutland 515-332-1491
Terril 515-884-8452
Wallingford 515-884-8462