PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 2 WINTER 2024





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Happy New Year! As I write this in the middle of January, I can't help but think we have been very fortunate and blessed with a mild winter so far. Without much snow for most of the month of December, the new capital projects in Terril and Graettinger were able to gain a lot of traction. Although most of the construction has slowed down now due to winter arriving, the building crews will pick back up this spring. Pro's Board and Leadership team have been listening to our members and employees to better understand where Pro needed to focus our agronomy and grain needs this fiscal year. These two additions in Terril and Graettinger will drastically help with logistics, flow, and overall customer satisfaction. To explain these projects further, please refer to pages 8 and 9 in this publication.



We had a great harvest this past fall; thank you to our members for your continued support of your local co-op! Pro Cooperative has had a great start to the new fiscal year. Our Havelock facility had a successful first harvest with the location's new addition. We filled both new bins with corn and beans during the harvest, and we have recently gained approval from the railroad company to build the overhead bridge between the new bins and the concrete elevator. Our other 13 grain elevators also had an awesome year for bean and corn receipts. In early December, Pro Cooperative's Board hosted our Annual Meeting; thank you to those who joined us in Pocahontas for this event (more on page 13).

We are continuously working to improve our company culture and customer experience company-wide. At Pro, we are challenging our team to ask for 100% of your business. Your loyalty and engagement with your local co-op is something we will be focusing on. Pro Cooperative has had a busy first few weeks of the new year as we welcomed numerous new employees to the team. Be sure to read a little about some of them in the next few pages. In other exciting news, Pro has recently kickstarted a new weekly video series. These are posted on our social media pages and website at the end of each week; be sure to follow along! (more on page 12). Thank you again for continuing to Grow With Pro! Until next time, Terry.

PRO'S NEW LOCATION MANAGER: RUTHVEN - JAKE BROWN

Many may recognize Jake Brown from Pro's Graettinger location, but right before harvest last fall, he transitioned to the Location Manager in Ruthven! Brown has been with Pro Cooperative since 2017 when he started in the Agronomy Department as a Customer Service Specialist, dispatching fertilizer trucks and overseeing fertilizer operations in Graettinger. Before joining Pro Cooperative full-time, he was a summer Agronomy intern, learning about Agronomy operations.





Brown is a local to the Graettinger area and has lived and worked on his family's farm since he was a kid. He shares why he is excited for this transition to the location manager, "My goal for my new position, alongside my team here in Ruthven, is to provide the best customer service experience that we possibly can. I am excited to grow my leadership skills and grow alongside this company." He goes on to share, "I am really excited about where Pro Cooperative is heading. The future is very bright, and we are heading in the right direction to help our members and farmers be successful and service them well. There are a lot of improvements happening at every location. With this new position as a location manager, I feel I have more influence on making a difference every day.

Brown starts every day with a quick check-in meeting with his teammates at the location, discussing the plan for the day and what needs to be accomplished. "Following their morning meetings, we depart and get our jobs done that we need to. It is a fun and exciting atmosphere at Pro, and at the end of the day, the goal is for everyone to go home safely." In his freetime, he enjoys going fishing, hunting, and being on his family's farm. Congratulations on your new role at Pro Cooperative, Jake!



PRO'S NEW SALES MANAGER: BEN PRUSS

In early October, Ben Pruss joined Pro Cooperative as the new Sales Manager. Since then, he has been proactive in establishing a dynamic agronomy team, recruiting new members, providing support to existing Pro teammates, fostering connections with both customers and employees, and enhancing relationships with Pro Cooperative's vendors. Pruss has demonstrated a strong commitment to advancing the team's success since his arrival!

Pruss graduated from Simpson College with a degree in Psychology and brings a wealth of experience to Pro following a successful career at Syngenta, a prominent seed company, where he provided support to over 50 seed salesmen. Prior to Syngenta, he was the grain manager at Green Plains in Superior, IA. With a background deeply rooted in the cooperative world, Pruss reflects on his family's connection, stating, "My dad served as a GM for a cooperative in Red Oak, IA, for decades. My first job growing up involved sweeping floors in the coop's lumberyard. This unique experience allowed me to witness firsthand the vital role a cooperative plays in its community." When asked about his enthusiasm for working at Pro, he shares, "I am thrilled to collaborate with a team of dedicated individuals who aim to cultivate a culture of success and generate revenue that directly benefits our farmer-owner membership in the communities we serve!"



Many might recognize him from Pro's weekly Co-op Chat videos. He provides an update on the Agronomy Dept at the beginning of each month (more info on these videos on page 12). Beyond his role in these informative videos, Pruss comments on the exciting developments happening at Pro, "Pro Cooperative is currently gaining some momentum. We're enhancing our infrastructure, bringing in skilled and talented individuals, providing education and training to our existing team and fostering relationships with our members and producers across all communities. I encourage you to consider Pro Cooperative for all your business needs, whether it's propane, farm diesel, agronomy fertilizer, seed, livestock feed, pet food, or storing and selling your corn and soybeans. We're fully prepared to serve you and your farm." Outside of work, Pruss enjoys being with his family, hunting, riding motorcycles and being on the lake. Welcome to Pro, Ben!

PRO'S NEW AGRONOMY SPECIALIST: ALEXIS NEILSEN

In early January, Alexis Neilsen joined the team as an Agronomy Specialist to serve members around the Terril, Ruthven, Graettinger, Emmetsburg, and Wallingford areas. She comes to Pro after graduating this past May with an Agricultural Science degree from SDSU. Pro Cooperative is excited to welcome Alexis back to the team, as she was an Agronomy summer intern a few years ago! "Neilsen is looking forward to working where she lives. "I grew up in the Terril area. My family has always been bringing grain into the Terril elevator and I am excited to serve the members in my backyard. Growing up here, I have seen how important the local coop is for the community and I am eager to continue to grow the relationships with farmers in the Terril area and surrounding communities."



Neilsen will be focusing on supporting the farmers during the peak agronomy seasons, operationally. Off the clock, she enjoys going to concerts, boating, and being with her family and friends. Pro is thrilled to have Alexis back on the team! Welcome back, Alexis!

PRO'S NEW AGRONOMY SPECIALIST: HUDSON FELDKAMP

Pro Cooperative welcomed Hudson Feldkamp to the team in early January as a new Agronomy Specialist. The Sibley, Iowa native comes to Pro following his college graduation from SDSU. When asked what brought him to Pro Cooperative, he shares, "I grew up on a farm with livestock and row crops. I have been around agriculture my whole life, and I am looking forward to growing relationships with growers in this area. I am excited for this new adventure!" Feldkamp will be serving farmers around the Rolfe, Havelock, Pocahontas, Gilmore City, Bradgate, and Manson areas. Although he has been with Pro for less than a month, he has hit the ground running, meeting with growers about prepaying agronomy products before the spring season starts, as well as learning the ins and outs within Pro Cooperative. He enjoys spending his free time back on his family's farm. Pro Cooperative is excited to welcome Hudson to the team!



PRO'S NEW GRAIN ORIGINATOR: CLINTON PAVELKO

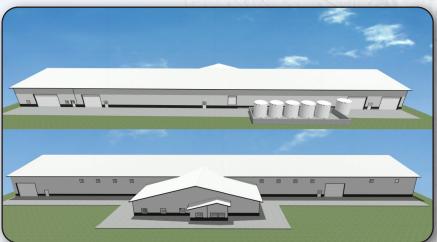


Pro Cooperative is excited to welcome Clinton Pavelko to the team as a new Grain Originator! He joined the team at the beginning of September and jumped right into the harvest season at the Coop! Members might have seen him at the Customer and Employee Appreciation Meals that were served during the fall harvest. Pavelko comes to Pro Cooperative with years of firsthand experience in the farming industry, as he is a farmer himself! He shares, "I grew up south of Terril on a row crop farm. Every year, I have always brought grain into the elevator. One day after listening to the radio advertise the Grain Originator position at Pro, I applied for the position and haven't looked back!" Pavelko is a graduate of lowa Lakes Community College and lowa State University in Business Management. A few years after his college graduation, he decided to move back to help his family farm while also working in a manufacturing facility in Spencer.

A typical day for a Grain Originator at Pro Cooperative involves examining various reports and insights from experts worldwide, conversating, buying, and selling grain from farmers, and creating grain contracts. This includes analyzing weather forecasts, market trends, and understanding the factors driving market movements. "I have always enjoyed analyzing the global markets. Myself and others in the grain department at Pro can assist farmers in navigating these markets all throughout the year. There are also numerous grain marketing strategies that producers can leverage to manage risk and enhance profitability. One aspect I'm particularly excited about in my role at Pro is supporting the farmers in their operations and fostering strong relationships with Pro Cooperative producers. Having grown up surrounded by farmers, I look forward to continuing to learn from my fellow farmers and supporting them as they continue to be successful in their farming journey," he continued. Outside of work hours, Pavelko enjoys hunting and fishing, as well as going on adventures with his wife and their family dog. Welcome to Pro Cooperative, Clinton!

TERRIL'S NEW SEED + LIQUID FERTILIZER WAREHOUSE AND OFFICE





The landscape in Terril has significantly changed this past month! As of Friday, Dec. 29. 2023, all the walls and rafters are up in the shop, agronomy center, load out bays and warehouse. The office's walls and rafters are done. The concrete has finished being poured for the winter, but the finishing touches will be poured around the building in the spring. Currently, the construction team is working to enclose the liquid side. When the plumbing and piping crew arrives, they will start setting tanks and plumbing the liquid side in anticipation to be ready for spring and summer agronomy. Additionally, the UAN tank is about 70% done. With the beautiful weather so far this winter, we can very proudly say that this project, minus the office area, is currently on schedule to be complete by our spring agronomy season.

Pro Cooperative is building a seed + chemical warehouse with liquid fertilizer mixing and a new office at the Terril location. The facility will have three load-out bays for producers to load their agronomy products, including one 24-hour. This facility upgrade will offer more storage for agronomy products, can mix liquid fertilizer batches for the farmers in minutes, in addition, treat and sell seed in bulk quantities. Take a look at the progress that has been made in the month of December on the Terril project!







GRAETTINGER'S NEW 800,000-BUSHEL GRAIN BIN AND ACCESSORIES







Pro Cooperative's Graettinger project is gaining some momentum! Mother nature has been cooperating with our construction crew and we are moving along! As of Friday, Dec. 29, 2023, the concrete footings for the receiving pit and the boot pit have been poured. In the picture above, you can see the crew just recently formed up and poured the walls as of Jan. 26, 2024. The construction will slow down now that there is snow on the ground. Everything for this project is on track to be completed and ready for the 2024 harvest!

The Graettinger location will be constructing a new 800,000-bushel bin. Along with the new bin, in addition to a new 25,000 bushel per hour receiving pit and leg and a new overhead conveyor system attaching to the bins. Furthermore, the project also includes a new inbound scale and grain probe to help maximize the location's traffic flow in Graettinger. Take a look at the photos of the progress the Graettinger project has made in the month of December.







ENERGY UPDATES

Is your tractor weighted correctly for the job you are asking it to do?

Without enough weight in the right spot, your equipment might lose traction or stability and be unsafe or unable to perform the job.

Benefits of Rim Guard include:

- non-corrosive and will not harm your rims
- cost effective source of weight vs traditional cast iron weights
- puts weight onto the ground, instead of the axles or frame
- freeze resistant down to -35F
- non-toxic and will not harm your soil fertility or livestock if it leaks

Be sure to contact the Pocahontas (712-335-3611) or Rolfe (515-890-5463) Service Center to learn more and schedule your equipment.

Rim Guard is the original beet juice tire ballast that can help you keep your wheels down and moving forward.



Rim Guard tire ballast would be a great addition for loaders, tillage tractors, combine/forage harvester steer tires, and silage packing to name a few.



AGRONOMY UPDATES

TALC USA + PRO COOPERATIVE

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!

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



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!

ENERGY UPDATES

Pro is improving refined fuel delivery discounts starting on February 1, 2024

WHAT IS CHANGING?

We are lowering the starting quantity of our volume discounts. Discounts will now begin at 800 gallons delivered compared to 1500 gallons before. We are also increasing the size of the discounts. Discounts topped out at 5-cents per gallon before and will now extend to 8-cents per gallon.

HOW DOES THIS BENEFIT YOU?

Delivering more gallons per stop means fewer trips and transactions. This reduces our costs, which means lower per gallon prices for you.

WHY THE CHANGE?

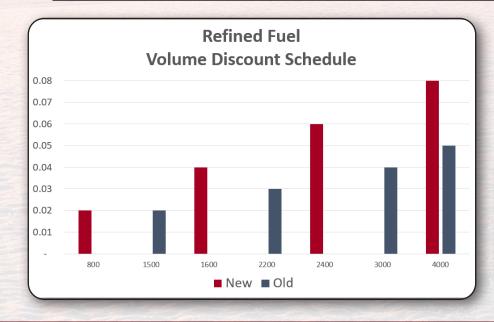
Adjusting our discount schedule helps us align our operations with your individual needs. Streamlining our delivery process means more cost savings we can share.

WHAT COUNTS AS A DELIVERY?

A delivery eligible for discount is one product delivered to one address.

EXAMPLES OF NON-QUALIFYING DISCOUNTS:

- Delivering 1000-gallons of diesel and 500-gallons of gas to one acreage.
 - + The diesel is eligible for volume discount,
 - + but the gasoline does not meet the volume discount threshold
- Delivering 500-gallons each in two barrels sitting next to each other at an acreage.
 - + 1000 gallons at one address is eligible for volume discount.
- Delivering 500 gallons of gasoline and 500 gallons of diesel fuel to one acreage.
 - + This is two separate deliveries and not eligible for volume discount.
- Delivering 500-gallons to one acreage and for the same customer driving to another acreage for another 500-gallons of the same product.
 - + This is two separate deliveries and not eligible for a volume discount.





INTRODUCING PRO'S WEEKLY CO-OP CHAT:

Come along with Pro Cooperative with weekly industry and company updates!

Each week, Pro Cooperative creates an industry and/or company update video. We then post the most recent video onto Facebook, Instagram, and Pro Cooperative's website. The rhythm and focus for the videos will be the same for each month:

Week 1: Agronomy. Week 2: Grain. Week 3: Energy. Week 4: General Pro
Cooperative comments and leadership updates from Terry Panbecker, Pro's CEO.



WANT TO RECEIVE PRO'S WEEKLY EMAILS?



A message from Pro Cooperative: 2023 Annual Meeting Notification October 25, 2023

Pro Cooperative finished the 2022/2023 Fiscal year strong.

Mark your calendars to attend Pro Cooperative's 2023 Annual

Meeting in Pocahontas.



The Grain Indemnity Fund's bushel



Pro Cooperative is building a new

investment project:

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 gjackson@procooperative.com and ask to be added to our email list!

Center at the Posahontas County Fairgrounds. Pro will be serving a hot meal, handing out a holiday gift, and the 2022/2023 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 2023 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 COOP'S 2023 ANNUAL MEETING RECAP:

On December 7, 2023, Pro Cooperative Board of Directors hosted its 2023 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 about 100 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 main office in Pocahontas.

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 finical standings. Following Todd's update, Terry Panbecker, Pro Cooperative's CEO, provided an update on how each Pro Cooperative department did in 2023 compared to 2022- financially speaking, and followed that with a discussion on some implementations that will occur at Pro Cooperative to improve the business overall. Carter Peterson was elected and Nick Wiemers and Brady Shelgren were reelected to serve on Pro Cooperative's Board of Directors.



Robert Brinkman retired from the Board of Directors after serving for 20 years. Thank you for your knowledge and years of service to Pro Cooperative and Pro's Board of Directors!







2024 Board of Directors:

(Back row L-R): Robert
Brinkman, Carter Peterson,
Brady Shelgren, Nick Wiemers,
Luke Langner, Terry Panbecker.
(Front row L-R): Darin Refsell,
Pat Geelan, Jim Shimon, Tim
Quade.

Pro Cooperative's 2023 and



Nick Wiemers
Reelected to Pro Cooperative's
Board of Directiors



Carter Peterson
Elected to Pro Cooperative's
Board of Directiors



Brady Shelgren
Reelected to Pro Cooperative's
Board of Directiors

THANK YOU, FARMERS!







This past fall, Pro Cooperative served about 1600 meals to farmers at our 14 grain elevators. Throughout the harvest season, Pro Cooperative brought the pull-behind grill for the annual Customer and Employee Appreciation harvest meals. Thank you for making this harvest season, once again, very successful! From all of us at Pro Cooperative, we thank you for your for your continued loyalty and support.



GT-RA FFA + PRO COOPERATIVE:







Pro Cooperative, along with Winfield United and Iowa Lakes Community College, hosted the Graettinger Terril - Ruthven Ayrshire FFA Chapter and Ag classes in mid-September. The four parties met up at the ILCC College Farm to learn more about Pro Cooperative's agronomy department and explore some agricultural opportunities post-high school graduation in the area. Our custom applicators and a few agronomists explained what their role is at Pro, why they enjoy being in the agronomy industry and how they got started out in the industry. Also, the Pro Coop team brought their JD Sprayer and Terragator Fertilizer machine to show the students what they drive most days during the busy season. It was an educational and fun afternoon!

CONGRATS TO OUR 6th ANNUAL HARVEST PHOTO CONTEST WINNERS!





Pro Employee Division: 1st: LaRae Stoulil 2nd: Susan Sikora





Public Division -Landscape: 1st: Cole Magnussen 2nd: Connie Pavelko





Public Division - People: 1st: Rebecca Sunblad 2nd: Kaitlin Krischel

CONGRATULATIONS, ROLFE HEARTLAND!

Pro Cooperative's Heartland Convenience Store in Rolfe is a recipient of the 2023 Cenex Star Store award!



A few months ago, Cenex sent around a mystery shopper to evaluate and conduct an anonymous inspection of Pro's Cenex locations. Pro's Heartland Convenience Store received a perfect score, 100%! Some of the things the shopper judged includes brand image requirements, cleanliness, safety and customer service.

A huge congratulations to the Heartland team for this awesome award from Cenex!

Pictured above: Back Row L-R: Dean Mowry, Heather Roberts, Cait Gord, Sonia Orwig, Sawer Krips, Ashley Hobbs, Front Row L-R: Shannon Peters, Morgan Peters and Megan Peters.

ROLLINGSTOCK UPDATE:







Pro Cooperative is continuously improving, including purchasing and updating rollingstock assets. Pictured above are the most recent additions to Pro Cooperative's fleet. In the far left photo, Pro purchased four new 1 ton Chevy pickup trucks to update location vehicles. Next, two new 49X – 2024 model of Western Star semi-trucks. They were added to the grain department's fleet to pull triple axel grain trailers all year. The far right photo, Pro also purchased 3 new agronomy tankers.

PRO'S CONTINUING EDUCATION + TRAININGS

Pro Cooperative employees are continually learning more about what working safely looks like at their location. This fall, Pro Cooperative's Heartland team learned some fire safety at their location. The Rolfe Fire Department demonstrated how to properly use a fire extinguisher, talked about what to do if a fire has started at the facility, share the different types of fires that are common and discussed where their meeting points are. Thank you, Chief Munson and Steph for the demonstration and educational afternoon!





HAVELOCK UPDATE:







Havelock had a WONDERFUL first harvest with the new addition! A slight delay in the harvest season due to rain this past fall actually worked to our advantage, allowing the construction to be completed just in time for Havelock farmers to dump grain into the new addition. Both new bins were filled last fall during the harvest. The receiving pit was a fantastic addition to the project, and the dump speeds ensured that there was no line at the dump pit! Since the start of the new year, Pro has received approval from the railroad to install the overhead bridge between the new bins and the concrete elevator. This will facilitate more train shipments from Pro and enhance the efficiency of commodity switching throughout the year. Havelock added 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 HELPS THE LOCAL COMMUNITIES



In early November, Pro Cooperative's Gracie Jackson presented a donation to the Graettinger Community Visioning team. This donation went towards the initiative of updating and improving the city of Graettinger. One of the projects that was done this past calendar year was adding a new pickleball court on the south side of Graettinger! The pickleball court has been a successful addition to the community. Pro Cooperative is happy to help sponsor this and other community improvements



Pro Cooperative believes in supporting our local First Responders. The last week of November, Pro's Gracie Jackson and Jeri Nissen presented a donation to the Terril First Responders to help with general expenses for the first responders. Accepting the donation on behalf of the Terril First Responders was Kay Rouse, Julie Thiesen and Jarrod Fischer.

Pro Cooperative stands with our local conservation programs.
The Palo Alto County Conservation is planning to update their educational facilities inside of their Nature Center north of Ruthven. Earlier this harvest season, Pro Cooperative's Gracie Jackson presented a donation to the Palo Alto County Conservation Foundation. Accepting the donation on behalf of the Foundation is Brian Malm.



In early January, Pro's Gracie Jackson 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 chapter officers of the Pilot Creek Future Farmers of America (FFA) at the Pocahontas Area school are pictured here showing off their new jackets. Gracie Jackson is pictured with the officers after Pro Cooperative helped with purchasing the jackets late in 2023. Congrats to the officers!

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, 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 Tuesday, 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 3-pound ham, 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 Jackson. 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











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





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