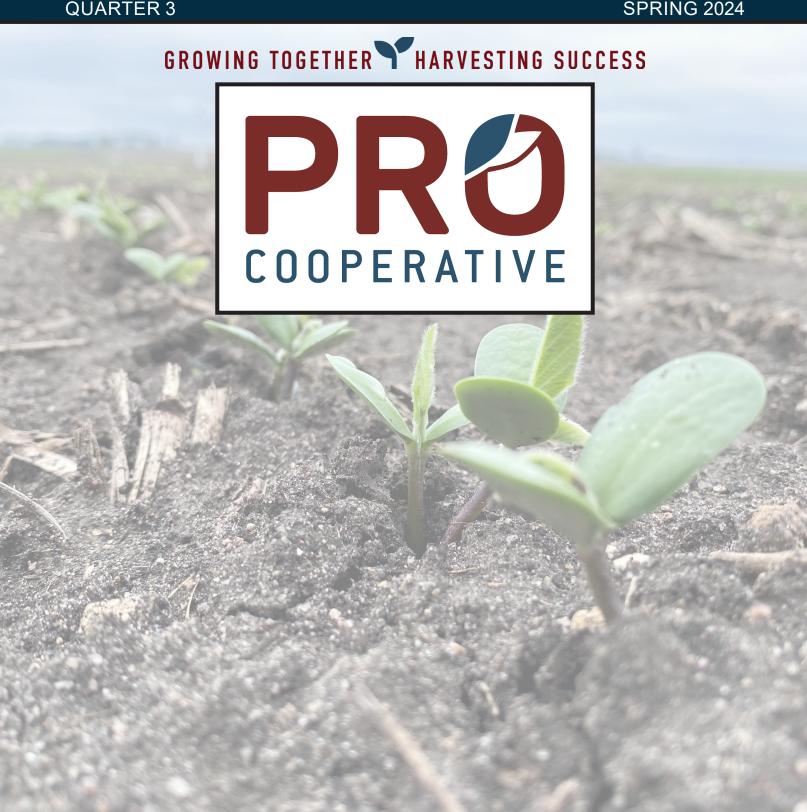
PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 3 SPRING 2024





A NOTE FROM PRO'S CEO: TERRY PANBECKER



As the spring planting season unfolds, we're thrilled to witness the momentum building, despite the wet start we've experienced. It's with excitement to share the success of our Terril facility even before the season commenced! This milestone not only signifies a smooth operation but also embodies our commitment to facilitating speed and enhancing efficiency within the agronomy realm, benefiting both our valued producers and dedicated employees. Meanwhile, the construction crews and electricians are hard at work in Graettinger, adding the final touches to our exciting new bin project. Anticipate the installation of the scale and probe by early summer. Turn your attention to pages 8 & 9 for an in-depth look into these transformative projects! Stay tuned for an upcoming open house event at our Terril, Havelock, and Graettinger location later this summer!











But the excitement doesn't stop there— Pro Cooperative is constantly evolving to better serve our members. We're also announcing the replacement of the grain dryer to our Rolfe facility, a testament to our ongoing commitment

to improvement and excellence.

Meanwhile, the successful loading of trains at our Havelock facility marks the completion of another ambitious project. These endeavors underscore our unwavering dedication to investing in our facilities, confirming that doing business with Pro Cooperative is increasingly rewarding for our members. We prioritize investments that yield the highest return on investment while keeping our members' interests at the forefront of our purpose. Thank you for your continued support of your local cooperative. Together, we're

shaping a brighter future for agriculture!
Until next time, Terry.

PRO'S NEW CONSERVATION AGRONOMIST: JAY MAGNUSSEN



Just like our dedicated producers, Pro Cooperative is deeply committed to environmental stewardship and ethical practices. Embodying this commitment and leading the Pro's conservational practices is Jay Magnussen, who joined Pro Cooperative in February as an inaugural Conservation Agronomist. With nearly two decades of experience in successful conservation efforts, he brings a wealth of knowledge and passion to our team. The Paullina, IA native shares he has been at the forefront of soil conservation practices since graduating from ILCC and SDSU with a degree in agronomy. Reflecting on his journey, Magnussen shares, "Growing up on a farm, I always knew my path lay in agriculture. I have a profound appreciation for the intricacies of soil—the microbes, biology, and nutrients it holds. Yet, I also recognize the necessity of preserving this precious resource for future generations of farmers. That's where my mission lies: empowering farmers to make informed decisions that safeguard their soil while optimizing their profitability year after year."

Magnussen's unwavering dedication to sustainable agriculture resonates deeply with Pro Cooperative's principles of environmental responsibility and community well-being. At the start of 2024, Pro Cooperative started a new division within its agronomy department, dubbed Pro-TECT, marking a significant stride towards the company's conservation goals. He explains the purpose of this addition, stating, "Pro-TECT was established to inspire and assist our farmers in implementing small yet impactful changes to their current farming practices, fostering a more sustainable and eco-friendly approach. In collaboration with Truterra, a subsidiary of Land O Lakes, we provide financial support to farmers who embrace conservation methods on their land." As an agronomist, he emphasizes his personal investment in every farm and producer he works with, treating each operation as if it were his own. Magnussen explains, "My long-term mission is to guide farmers in integrating conservation practices that not only benefit the land but also ensure profitability."

Outside of work, he enjoys farming, raising livestock, and pursuing hobbies like woodworking and car restoration. For those interested in learning more about conservation practices, we encourage you to reach out to any Pro Cooperative employee or contact our Ruthven location. Welcome aboard, Jay!

PRO'S NEW DISPATCHER: KEVIN BARKER





In early March, Pro welcomed Kevin Barker to the team as our new Dispatcher. Kevin brings a wealth of experience to the role, with a background deeply rooted in the trucking world. Originally from a small town in central Kentucky, he grew up immersed in the rodeo scene and worked in construction. During high school and his early twenties, Kevin worked for his dad's masonry company while pursuing his passion for rodeo on weekends. Reflecting on his rodeo days, Kevin shares, "I grew up with horses and rode bulls in the amateur circuit for many years, but eventually, my body told me to slow down." This led him to transition to over-the-road truck driving. Later, Kevin and his family relocated to South Dakota, where he served as a SD Motor Carrier Enforcement officer based out of Custer. "My time with the SD Motor Carrier Enforcement was invaluable, as it taught me the importance of safety regulations for driving semi-trucks," he emphasizes. Safety remains Kevin's top priority, both on and off the road. After living in South Dakota, Kevin and his family settled in central lowa to be closer to relatives. There, he found his niche working for local trucking companies, focusing on logistics and safety.

When asked about his main goal in his role at Pro, Kevin explains, "When I was driving over the road every day, my priority was always to complete the job safely and return home to my family. That same mindset translates to my main goal here at Pro: ensuring that every driver who comes to work returns safely to their family every night. I aim for our safety ratings to be outstanding, with zero accidents involving our drivers on the road every day. We've had a strong record, and I'm committed to maintaining that momentum. In addition to dispatching trucks and addressing drivers' questions, Kevin oversees the purchase and sale of assets, maintains registrations and inspections, and supervises Pro's 21 grain truck drivers. "I'm thrilled to be part of the Pro team. I appreciate the collaborative environment where everyone plays a vital role, and I know I can seek support from my peers at Pro Cooperative," he adds. Outside of work, Kevin remains involved in the rodeo world through the lowa High School Rodeo Association, traveling with his wife and daughter to support youth in the rodeo circuit. We're excited to have Kevin on board at Pro Cooperative. Welcome, Kevin!

PRO'S NEW GRAIN ORIGINATOR: TRISTEN THILGES

Pro Cooperative is excited to welcome Tristen Thilges as one of our new Grain Originators who started in mid-April. With years of experience buying and selling grain for an international company, she brings valuable expertise to our team. After earning an AA degree from Western Iowa Technical Community College, she developed a professional interest in agriculture. She says, "I love that every day is different, but the main goal is always to help farmers succeed." Thilges was drawn to Pro Cooperative because we are memberowned and lowa-based. She appreciates our friendly, team-oriented environment. "It was very important to me to work for a company that was locally owned and operated," she shares. Her goals include learning our systems, building long-lasting customer partnerships, and establishing new relationships.



In her free time, she enjoys swimming, golfing, biking, and spending time with her husband and two children. Welcome to Pro Cooperative, Tristen!

PRO'S NEW GRAIN ORIGINATOR: KRISTI GUSE

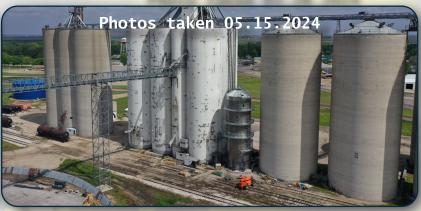
In April, Kristi Guse joined Pro Cooperative as a new Grain Originator, focusing on the northern area, including Terril, Estherville, and Wallingford. With a background in the cooperative world, she was drawn to Pro Cooperative for its team culture. "The team-focused atmosphere at Pro makes coming to work every morning so enjoyable. I like bouncing ideas off other originators to learn what has worked for them professionally and what they are seeing with the ever-fluctuating markets," she shares. One of her goals is to provide market insight and excellent customer service to help farmers grow their operations. "I look forward to continuing relationships with farmers I have previously worked with, as well as developing new relationships with new farmers. Pro has recently invested a lot of capital in its locations over the last few years, and it's exciting to see the improvements, especially in Terril. Pro is moving in the right direction, and I am thrilled to be a part of this journey!"



In her free time, Kristi enjoys gardening, being outside with her dog Remi, and spending time with family and friends. Pro is excited to welcome Kristi to the team!

ROLFE LOCATION'S NEW GRAIN DRYER PROJECT:







Pro Cooperative is excited to announce that the Rolfe location is scheduled to receive a new grain dryer this summer. The existing dryer in Rolfe was worn out and in need of updating. The demolition for the existing dryer occurred in late winter, and construction for the new dryer began in early spring. As shown in the photos above, the cement pad for the new dryer has been poured. The photo on the left depicts what the dryer will look like when completed. The new dryer in Rolfe will be sized to dry 7,000 bushels per hour, removing 5 points of moisture. This is an increase of 2,000 bushels per hour compared to the old dryer. This addition will assist in receiving wet corn from the farm during the fall. The project is expected to be completed later this summer and be ready for the 2024 harvest.

HAVELOCK UPDATE:







The Havelock project is wrapped up and complete! Additionally, Pro has successfully loaded a few trains this spring using the new system. All the trains that were loaded were very successful and went smoothly. The train crew was very pleased with the improvements. Earlier this winter, the overhead bridge was installed to connect the new bins and the concrete elevator (photo on the right). The upgrades in Havelock 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.

TERRIL'S NEW SEED + LIQUID FERTILIZER WAREHOUSE AND OFFICE



Pro Cooperative is thrilled to announce that we successfully served our members throughout the 2024 agronomy season from our Terril location. The northern agronomy center is currently mixing fertilizer, hot-loading tanker trucks, and fulfilling seed orders. In mid-April, the UAN tank was completed and began receiving products via transport loads (photo below on the left). The facility is nearing completion of construction for the agronomy center, the shop, and the bagged feed storage area. Momentum is also building for the office, with the HVAC crew currently onsite at the time of writing this update. The office is expected to be fully operational by the end of July. Be sure to join us at our open house in August! Pro Cooperative expresses sincere gratitude for the favorable winter weather conditions during this project and the unwavering support from our producers. As with any capital project Pro does, the mindset is all the same – to create a better experience doing business at Pro Cooperative. Thank you for the support.

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. Call our Terril location for a tour!







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







Pro Cooperative is changing the skyline in Graettinger!
Mother Nature has been cooperating with our
construction crew, and we are making progress! As of
Friday, May 17, 2024, the bin is fully through the jacking
process. The process for raising a bin involves electric
jacks that lift the bin, so the construction crew can then
add another ring of bin sheets to the bottom. Then the
crew bolts the sheets, resets the jacks and lifts again to
add another ring. The bin is currently at about half the
height it will be once it is finished.

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. The project is still on track to be completed late summer and be ready for our farmers this 2024 harvest!



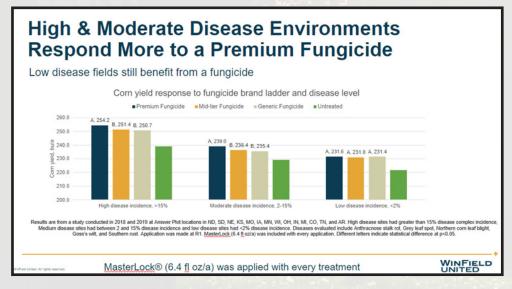




AGRONOMY UPDATES

Are you worried about the wet soils generating an insect problem?

Unlock your field's full potential with a prescription service for farmers who focus on a single fundamental agronomic decision using quality data and insights from the Answer Plot program.



Call your prefered Pro Agronomist: 712-335-3060

Impact Rx, part of WinField United's Advanced Acre® Rx program, uses data and insights from our Answer Plot® program. It helps reduce risk and maximize returns on investment by guiding decisions on applying fungicides and timing.

Farmers receive an agronomic plan,

Farmers receive an agronomic plan, including products and ag technology recommendations, along with a service warranty to help protect your investment. Impact Rx Plant Health ROI has several tiered service offerings, including 100% or 105% approved yield thresholds, allowing you to choose the prescription that will optimize your ROI potential.

FEED UPDATES

PRO COOPERATIVE'S CALF CREEP FEED

Spring calving season is upon us! Be sure you are stocked up on creep feed.



Pro Cooperative features Purina's pelleted Rangeland Calf Creep 14 B68 to help feed your growing cattle herd.

Feeding a starter pellet to young calves increases calves weaning weights. Additionally, starting the calves on a pellet diet early in their lives help with the transition at weaning time while also giving the calf additional vitamins, minerals, and other nutrients the nursing calves might be lacking.

Now offering free delivery on bulk delivery of calf creep. Please call Mark for more details.

Mark Strohman 712-363-6001

ENERGY UPDATES

More Than a Gallon: Diesel Fuel Edition

Diesel fuel can be broken into a few different categories:

- #1 'Winter' Diesel vs #2 'Summer' Diesel
- Dyed 'Off-Road' Diesel vs Clear 'Highway Use' Diesel
- Regular Diesel vs Premium Diesel

Pro Cooperative sells diesel in each category. Our most popular product is a dyed premium diesel called Ruby Fieldmaster. This fuel is used in everything from tractors, combines, excavators, electrical generators, and much more.



Evolution of Diesel Fuel

Twenty years ago, diesel fuel contained much higher levels of sulfur. Sulfur has positive properties for fuel but contributes to air pollution when burned. The Clean Air Act brought ultra-low sulfur diesel (ULSD) to the market starting in 2006.

The drastic reduction in sulfur content curbed tailpipe emissions. However, removing sulfur meant a loss of lubricity, allowing increased wear on engine parts. Also, the new ULSD is more prone to microbial growth and oxidation during storage, leading to fuel degradation over time. A premium additive package like Ruby Fieldmaster offsets these concerns and extends the shelf life of your diesel inventory.

What is Ruby Fieldmaster Premium Diesel?

Ruby Fieldmaster is a premium diesel made by Cenex designed to optimize the performance and longevity of your diesel engines. Ruby has an aggressive detergency package that breaks down engine deposits, cleans injectors, enhances lubricity, and provides better biostability than regular #2 diesel.

Cenex Ruby Fieldmaster offers up to 5% better fuel economy and 4.5% more horsepower, compared with regular #2 diesel. Ruby also separates free water molecules to the bottom of the storage tank, for easier tank maintenance. For use in trucks, the on road or clear version of Ruby Fieldmaster is called Roadmaster XL.

Some competitors use the term "ruby" when talking about the color of dyed off-road fuel. Don't be fooled, not all dyed fuel is premium and not all premium additives are Ruby Fieldmaster. Make sure you know what's going into your tank.

More Than a Gallon

Pro Cooperative offers you more than a gallon of fuel. We offer the best fuel products plus storage and dispensing equipment, tank maintenance products and programs, diesel exhaust fluid, and more. Pro Cooperative is here to take the mystery out of your tank and get the best from your engines.

Contract Pro's Energy Sales Specialist, Ryan Klaassen, for more info: 712-240-0062.

PRO PRESENTS SAFETY AWARDS

Pro Cooperative remains committed to fostering a safe working environment for all its employees. Some of the company's leadership team, in late March and early April, presented a recognition program applauding locations that maintained zero reported incidents throughout 2023. Acknowledging the significance of these efforts, Pro Cooperative expresses profound gratitude to all locations championing safety practices on a daily basis. By collectively embracing this commitment to safety, Pro Cooperative is on the path to create a safer and more productive work environment for every member of the team.



MILFORD - SOY SOLUTIONS



PLOVER



TERRIL



ROLFE ELEVATOR



RUTHVEN



AGRONOMY CENTER IN ROLFE



ROLFE HEARTLAND



POCAHONTAS SERVICE CENTER



ESTHERVILLE



WALLINGFORD



PIONEER



RUTLAND



GILMORE CITY SERVICE CENTER



LAURENS SERVICE CENTER



ROLFE SERVICE CENTER

THANK YOU, ROBERT!







In mid-March, Pro Cooperative celebrated with Robert Brinkman and his family for his years of service on the Board of Directors. His knowledge and expertise will be missed, but we are very thankful for his guidance throughout the years! Robert joined Pro's Board of Directors about 20 years ago. Alongside his family, Robert is a corn and soybean farmer near Rolfe. Thank you for serving on Pro Cooperative's Board of Directors, Robert! If you or someone you know is interested in being on Pro's Board of Directors, please connect with any current board member to learn more.

HEARTLAND CONVENIENCE STORE:



Heartland is now offering DELIVERY SERVICES

- Delivery available for inside Rolfe city limits only
- Fresh and frozen foods, pantry items, and kitchen foods only
- A flat \$3 delivery charge will be added to a delivery order
- Payment is only by credit card over the phone prior to delivery or cash upon delivery drop off
- ✓ Delivery available only on weekends, Friday, Saturday and Sunday from 5 to 7 pm

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

As previously reported, a few months ago, Cenex conducted an anonymous inspection of Pro's Cenex locations. Pro's Heartland Convenience Store received a perfect score, 100%! Pictured below, presenting the award to the Heartland team, are representatives from Cenex, Mike Hildenbrand and Kelsey Junge. Congratulations again, Heartland!



Pro Cooperative will not deliver tobacco products, lottery tickets, or alcohol

PRO HELPS THE LOCAL COMMUNITIES



Iowa Lakes Community College (ILCC) operates a student-led farm located west of Emmetsburg. Pro Cooperative expresses sincere gratitude for the partnership established with ILCC and the dedicated team at their college farm. In this photo, Pro's Gracie Jackson is presenting a donation to several agriculture students at the ILCC Farm. This donation toward the farm supports various projects conducted by students throughout the year



Pro Cooperative has a deep appreciation for the first responders who serve in our communities. In mid-April, Pro Cooperative's Gracie Jackson presented a donation to the Gilmore City Fire Department. This donation from Pro was accepted by the firefighters to help fund their new fire truck engine, which was purchased this past winter.



Pro Cooperative is very passionate about conservation efforts, especially at the local level. Pro's Gracie Jackson, presented a donation to the Emmet Co. Conservation. The funds from the annual banquet raise money for educational activities at the conservation. David Enerson accepted the two Sinclair gas gift cards on behalf of the Conservation.



Pro Cooperative's Gracie Jackson presented a donation to the Clay County Pheasants Forever Chapter in mid-February. Pro Cooperative has proudly supported Pheasants Forever in many communities for numerous years. Accepting the donation on behalf of Clay County Pheasants Forever was Paul Daniels.



In early April, Pro Cooperative presented a donation to the Rolfe Fire Department. The Rolfe Fire Department will be purchasing new fire hoses for a few of their engines as well as funding the new extrication equipment that was recently purchased.



The Estherville Firefighter's Association received a donation in late March, which helps them to address critical equipment needs. With this support, the Association purchased and updated essential protective gear for the firefighters. Additionally, they are updating hoses and JAWS of LIFE tools. Gracie Jackson presented the donation to Don Edwards, President of the Association.



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GROWING TOGETHER THARVESTING SUCCESS

