

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 1

SUMMER AND FALL 2024

GROWING TOGETHER  HARVESTING SUCCESS



PRO
COOPERATIVE



A NOTE FROM PRO'S CEO: TERRY PANBECKER



As the 2024 harvest season draws to a close, I want to extend my heartfelt gratitude to our employees and customers. Our dedicated team worked tirelessly through this dry, condensed fall, while our customers continued to keep us busy with their ongoing support. Despite the challenges posed by early summer flooding that affected yields in some areas, we're grateful to have successfully wrapped up this harvest.

It was also a pleasure connecting with everyone at our customer and employee appreciation grill-outs, which were once again a great success. We look forward to continuing this tradition in future harvests. Additionally, our in-field grain pickup service received positive feedback, and we're thrilled that our customers were pleased with the service. Following the floods, in early July, we hosted our employees for an appreciation event at the Rolfe Golf Course, celebrating our team's hard work and dedication.



In-Field Grain Pickup Service

Looking ahead, we're excited to share our plans for modernizing our business tools, including the launch of our new MyPro app.

At Pro Cooperative, we're committed to investing in the efficiency of our operations to better serve our customers and enhance productivity.



Employee Event

Over the past 24 months, we've undertaken four major capital projects at our Havelock, Rolfe, Graettinger, and Terril locations. Pro Cooperative invested \$46 million in these projects, with the majority of the investment being self-funded. Guided by our Board of Directors and informed by member feedback, we aim to ensure these investments serve our members well for years to come. At Pro Cooperative, our strategy is to continue leveraging our strong balance sheet to modernize our assets while staying true to the values and principles of our cooperative. Open houses were originally planned for summer 2024 at both Graettinger and Terril, but construction delays have pushed them to a later date.

Lastly, mark your calendars for our 2024 Annual Meeting on December 11th at The Shores in Emmetsburg, starting at 6 p.m. The Board of Directors have approved to distribute allocated old equity checks to members in attendance of the meeting, while the 2023 cash dividends were mailed out in early November. Financially, Pro Cooperative has had an exceptional year—perhaps the best in over 25 years—and we're optimistic about the 2024-2025 fiscal year. We look forward to seeing you at our Annual Meeting in December. Until next time, Terry.



Grilling Events

PRO'S NEW SALES AGRONOMIST: BRIAN LANGELAND



In August, Pro proudly welcomed Brian Langeland as an Agronomy Sales Specialist. Originally from Butterfield, Minnesota, Brian grew up on a family farm, which instilled in him a deep appreciation for agriculture and the hard work that comes with it. He pursued higher education at Augustana College in Sioux Falls, where he studied communications and business, complementing his early passion for radio. In addition to his academic pursuits, Brian was an active athlete, playing college basketball and fast pitch, showcasing his competitive spirit and teamwork. With a playful spirit, he even mentioned plans to have his band perform at Pro's next event.

Brian brings a diverse array of experience to his new role, having worked in radio sales, insurance, farm services, and seed sales management. His background equips him with a unique perspective on the agricultural industry and a solid understanding of the needs and challenges faced by farmers. At the core of Brian's approach is a desire to uncover the passions of the farmers he works with and to build lasting relationships with them. He thrives on collaboration and brainstorming, always eager to connect with customers on a personal level. "I want to win and win well," he asserts, reflecting his commitment to excellence and his determination not to settle for mediocrity.

In his role at Pro, Brian will focus on establishing strong connections with farmers, offering tailored recommendations for crop nutrients, protection products, seed, and various services. His dedication to understanding and meeting the specific needs of each farmer positions him as a valuable resource in their agricultural journey. Welcome Aboard, Brian!

PRO'S NEW FEED SALES PERSON: LAUREN SWAN



Pro Cooperative welcomed Lauren Swan in June. Lauren hails from the charming town of Manhattan, Montana, where her roots in agriculture and community began. She studied at Northwest College in Wyoming, where she participated in livestock judging, soccer, and the student senate. She later earned her Agricultural Business degree from South Dakota State University. It was at a college career fair that she discovered Pro Cooperative, an opportunity that excited her about the future.

Before joining Pro Cooperative, Lauren gained invaluable experience working as a feed dealer, serving local farmers and 4-H participants in her area. This role allowed her to understand the needs of farmers and agriculture on a practical level. Additionally, she participated in Champion Choice Lamb Camp seminars across the United States, as well as being a crucial part of her family business back in Montana, 406 Club Lambs, further expanding her knowledge and network within the industry.

Since joining Pro Cooperative, Lauren has found joy in the connections she's built with both customers and colleagues. She appreciates the unique "personalities" of each Pro location, noting that while they each have their distinct energy, they all share a positive and collaborative atmosphere. Her day-to-day responsibilities include tasks such as delivering feed to customers, taking samples of dried distiller grains, creating tailored rations for livestock, and building new relationships with both current and potential clients.

Looking ahead, Lauren is excited to continue expanding her knowledge of sales and understanding the distinct needs of Midwest agricultural. Her commitment to learning and growth, paired with her genuine passion for agriculture, positions her as a valuable asset to Pro Cooperative's feed team and the communities Pro serves. Pro is excited to welcome Lauren!

PRO'S NEW SALES AGRONOMIST: CARTER KOENCK



This past September, Pro Cooperative welcomed Carter Koenck. Growing up on a farm near Graettinger, Iowa, Carter developed a passion for farming and the agricultural community from a young age. Koenck attended North Iowa Area Community College where he doubled majored in Ag Operations Management and Ag Sales and Service. When not farming or meeting with his customers, he enjoys showing pigs and being at the lake.

The opportunity to work at Pro actually came to him earlier this summer. With his family having longstanding connections to the cooperative, he often envisioned himself contributing to its mission and goals. Carter's day-to-day activities at Pro Cooperative are diverse, but they always are ensuring that he is constantly learning and adapting. Whether he's out in the field or engaging with farmers, there is always something new to experience. During the fall season, you can frequently find him operating a combine or with "his boots on the ground," where he enjoys building relationships with local farmers and understanding their needs.

What Carter values most about his role at Pro Cooperative is the "positive work environment and the teamwork within the team". He feels inspired by his colleagues and is motivated to contribute to the cooperative's success. His primary goal is "to help farmers not only produce effectively but also achieve financial success", ensuring that they thrive in a competitive industry. Welcome, Carter!

SPENCER RADIO GROUP PEOPLE'S CHOICE AWARD



We are excited to share that Pro Cooperative has received the GOLD award in the Spencer Radio Group's People's Choice awards for the Grain Elevator/Cooperative category! This remarkable achievement honors us as the top cooperative and elevator in northwest Iowa, marking our first nomination and win in this category. A heartfelt thank you to everyone who voted and supported us! Your faith in our mission makes Pro Cooperative a fantastic place to work and thrive.

With over 815 businesses, organizations, and individuals competing in 162 categories and more than 107,000 votes cast, we are incredibly proud to earn this recognition.

Thank you for continuing to Grow with Pro!

SEED, SOIL, & STAND-UP!

We'd like to express our thanks to everyone who joined us for our inaugural Seed, Soil, & Stand-Up! event in August. It was an enjoyable evening filled with both learning and laughter. A special shoutout to Pro's seed company vendors for their participation, and to comedian Scott Long for providing the evening's entertainment.

Don't forget to connect with your local Pro Cooperative Agronomist to discover more about our 2025 seed offerings, and be sure to inquire about fall fertilizer pricing!



THANK YOU FOR ATTENDING HAVELOCK'S OPEN HOUSE!

Thank you to everyone who attended the Havelock Open House in mid June! It was a beautiful evening to learn more about the Havelock facility. We had a great turnout. Thank you to the Pocahontas Co. Cattlemen for helping grill the meal. A big thanks to the team in Havelock for their preparation. Jeremy and Tony did a fantastic job giving tours of the facility. If you still want a tour, please call our Havelock office.



PRO OFFERS FREE DEF DELIVERY!



Pro Cooperative now offers DEF delivery directly to your farm! This summer, we added a DEF delivery trailer to our fleet to help you operate more efficiently and provide a cost-effective solution for getting DEF where you need it. Our energy team is equipped with the tanks, nozzles, pumps, and fixtures necessary to safely handle and store bulk DEF. If you're interested in learning more about this service, please call Ryan at 712-240-0062

ROLFE LOCATION'S NEW GRAIN DRYER PROJECT:



Photo taken 05.24.2024

Storm Damaged Dryer



Photo taken 10.25.2024

New dryer in place for 2024 harvest!



Photo taken 07.26.2024

Restart Construction

After sustaining damage from a storm in late May, the construction crew immediately began rebuilding the dryer in Rolfe to keep it on schedule for completion by fall 2024. This new dryer has the capacity to dry 7,000 bushels per hour, an improvement of 2,000 bushels per hour over the previous equipment. The upgraded capacity significantly enhanced our ability to handle wet corn during the fall harvest. The project was completed later this summer, ensuring that it was fully operational for the 2024 harvest season.

HAVELOCK UPDATE:



Ticket Printer



Photo taken 08.24.2024



RFID Cards



Ticket Kiosk and Probe



Blacktop On the Northside

Pro Cooperative is excited to announce the completion of construction at our Havelock location, a project that began nearly two years ago. The new bins and boot pit were filled with last year's harvest, and this year we've successfully loaded numerous trains using our new train loading system. Final touches include the installation of a new probe and card kiosk on the west side of the office, along with a ticket printer were added late this summer. Blacktop was also poured on the north side of the new bins. The upgrades at Havelock feature two new 800,000+ bushel bins, six topside conveyors, a reclaim conveyor, and a reclaim leg on the north side of the existing silos. If you haven't visited yet, we'd love to give you a tour—call our Havelock location to schedule a visit!

TERRIL'S NEW SEED + LIQUID FERTILIZER WAREHOUSE AND OFFICE

Photo taken 10.23.2024

The inbound and outbound scale structure, along with the new probe and entrance to the facility, was completed before harvest. The Terril team moved into the new office right before harvest 2024.

Pro Cooperative is wrapping up the 2024 fall harvest! The Terril location has seen substantial upgrades this year, including new inbound and outbound scales, a probe, electronic farmer ID cards, an outside ticket printer, and a new office for the Terril team, which they moved into in mid-September. Additionally, demolition of several older buildings has happened at the facility. The Agronomy Center, completed this spring, continues to service members with seed orders, tanker truck hot-loading, and fertilizer mixing. The new UAN tank is also being refilled in preparation for the 2025 growing season.

Photo taken 09.17.2024

Old Office and Shop Demo Day

Photo taken 09.17.2024

Dakota probing a truck with the new system in the new office

Photo taken 09.17.2024

Photo taken 09.17.2024

Old Office and Shop Demo Day

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

Photo taken 10.23.2024



The new bin, receiving pit, leg, and overhead conveyor system were completed before harvest. The scale structure and the probe were finished shortly after harvest 2024.

During the 2024 harvest, construction at the Graettinger location continued, but the new grain system was operational. This fall, the new receiving pit was in use, the 800,000-bushel bin will be filled with corn, and the scale and probe went live in early November. Despite ongoing work, the facility is equipped to handle grain efficiently, with the newly installed 25,000-bushel per hour receiving pit, leg, and overhead conveyor system connecting the bins.

Although open houses were originally planned for summer 2024 at both Graettinger and Terril, construction delays have pushed them to a later date. Pro Cooperative will announce the new open house dates shortly after the harvest concludes. We sincerely thank our producers for their unwavering support throughout these projects. As always, our goal is to enhance your experience with Pro Cooperative. Thank you!

Photo taken 09.17.2024



Building The New Probe and Scale

Photo taken 10.23.2024



New Bin Worked Great this Fall!

Photo taken 10.23.2024



The Finished Probe and Scale

AGRONOMY UPDATES

PRO COOPERATIVE'S SEED PRICING



To take advantage of the maximum cash discount, please note that the **prepayment deadline is November 15th.**

Seed pricing is now available, and customers can enjoy a \$2 discount for ordering true bulk soybeans.

For more information, contact Pro's Sales Manager,

Ben Pruss
712-339-3198

FEED UPDATES

PRO COOPERATIVE'S LICK TUB SALE: \$10 off per tub in the month of November!



Pro Cooperative offers four varieties of lick tubs including:

- Purina Stress Tub
- Purina Rangeland 30-13 Tub
- Pro Cooperative Availa -4 Mineral Lick
- Pro Cooperative 30% Protein

Advance payments are accepted. Please call Mark or Lauren to order, get more details, and discuss your preferred location.

Mark Strohmman
712-363-6001

Lauren Swan
712-358-2494

ENERGY UPDATES

DIESEL EXHAUST FLUID: CHOOSE PRO COOP FOR QUALITY AND DELIVERY

What is Diesel Exhaust Fluid?

Diesel Exhaust Fluid (DEF) is essential for reducing emissions in diesel engines to remain compliant with environmental regulations. DEF is a precise blend of high-purity urea (32.5%) and deionized water. DEF is injected into the exhaust of diesel engines to break down harmful nitrogen oxides into harmless nitrogen and water.



How do I maintain DEF Quality?

Maintaining DEF quality is critical for the performance of your engine's aftertreatment system. DEF should be stored in a cool, dry place, between 12°F and 77°F. Temperatures outside this range can cause degradation of the DEF composition. DEF is also highly sensitive to contamination; even a trace of dust, oil, or tap water can affect DEF purity and contribute to costly repairs.

Why should you choose Pro Cooperative?

Pro Cooperative provides reliable, top-quality DEF delivery to your farm or fleet. We use a fully enclosed handling system to maintain DEF purity from manufacturer to your tank. Tanks, pumps, hoses, fittings, and nozzles are all critical to maintain the purity of your DEF. Certain metals and plastics can break down and contaminate the DEF and lead to expensive repairs. Pro Cooperative has a full line of DEF specific tanks and accessories to meet your needs.

Choose Pro Cooperative to ensure the highest standards in DEF quality, storage, and delivery.

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

PRO WELCOMED THREE OUTSTANDING INTERNS:

SUMMER



Pro Cooperative had two wonderful interns join the team for the summer: Allison, originally from the Gilmore City area, who focused on crop scouting. She is studying Agronomy at Iowa State University, and Kelle, from Algona, the Accounting and HR intern in her final semester at the University of Northern Iowa, is studying Economics and Human Resources. Throughout the summer, Kelle and Allison worked on various projects, including assisting in the planning of numerous summer events, completing a general capstone project, and engaging in a 'pick-list' of activities across the company to expand their knowledge of Pro Cooperative. In one of their field trips, the ladies joined about 100 other interns from across Iowa at an Iowa Institute of Cooperatives event. Thanks for joining us this summer to grow your knowledge, ladies!

FALL

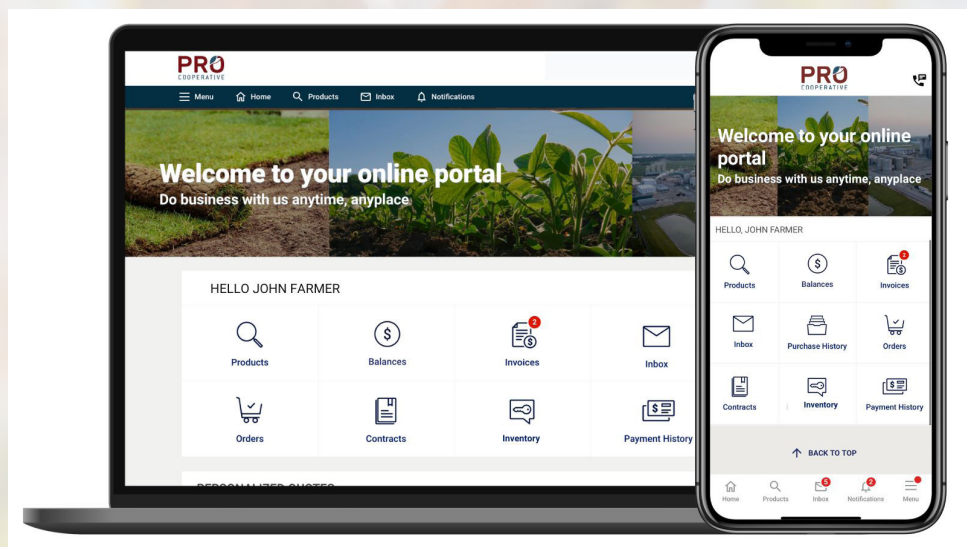


Pro Cooperative also welcomed a fall intern, Josi Reiman, from the Ayrshire area. Josi is studying Agricultural Production Technology at Iowa Lakes Community College, where ag students have the chance to work for six weeks each semester. She emphasized, "What better time to get my feet wet in this opportunity than at the Cooperative," showing her excitement to be a part of Pro's Marketing and Public Relations Department.

During her internship, Josi worked alongside Gracie as Pro's Marketing and Communications intern. She contributed in all 14 harvest grill outs, created several digital marketing projects, participated in event planning, and you may have even heard her on the radio! Josi concluded her time at Pro by presenting her capstone project to Pro's leadership team about the main activities she took on, one of which is this newsletter! We thank Josi for choosing to expand her knowledge with us at Pro.

MYPRO: FARMING AT YOUR FINGERTIPS

Introducing Pro Cooperative's App: MYPRO



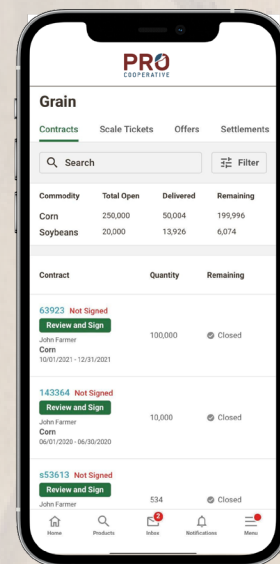
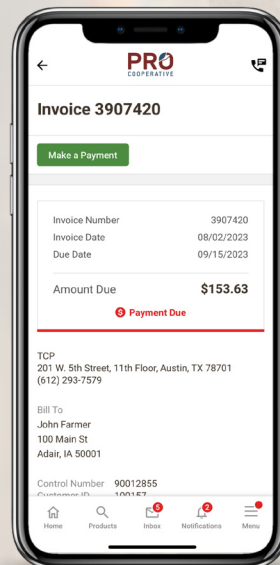
New Online Portal Launching Soon!

MYPRO is an extension of our team to serve you better!

Now offering 24/7 account transparency & access to information!

- ✓ Pay invoices online
 - ✓ View and pay statements
 - ✓ View products & request quotes
 - ✓ Direct message with Pro Coop team members
 - ✓ eSign contracts
 - ✓ View grain and agronomy contracts
 - ✓ View past purchase history
- ... and much more!

Be sure Pro Cooperative has your email address so we can send you an invitation to download the app!



MYPRO is secure and easy to use!

PRO'S ANNUAL TRAINING AND A POWERFUL STORY OF LOSS:



The week before the 2024 harvest, Pro Cooperative held a company-wide training on grain bin safety, confined space, lockout/tagout procedures, and hazardous materials handling, including NH₃ spill reporting. Safety Director, Jon Stephens, led the session, demonstrating how to properly lock out and tag out electrical boxes to protect employees and visitors from unintentional exposure to hazardous equipment. He emphasized the importance of tagging devices to warn others not to use them.

Also speaking was Dawn Chisholm, who shared the emotional story of losing her first husband, Bill, in a workplace accident. Her storyline of how an ordinary day ended in tragedy due to grain engulfment, entrapment, and entanglement had a deep impact on everyone present. Pro Cooperative's goal is to make sure everyone can go home safely each night.

FLOOD AT PRO'S BRADGATE LOCATION - JUNE 2024



In June, northern and northwestern Iowa experienced heavy rainfall, leading to flooding along the Des Moines River. The community of Bradgate, aware of the potential impacts due to its proximity to the river, took preventative measures. Pro Cooperative emptied the cement bean house in Bradgate and reinforced the area with sandbags to redirect the flooding. Fortunately, the Bradgate location suffered only minimal damage and was able to resume operations shortly after the waters receded.

NOTIFICATION OF ANNUAL MEETING

December 11, 2024 at 6 PM

The Shores at Five Island

14 N Lawler St, Emmetsburg, IA. 50536

Pro Cooperative's 2024 Annual Meeting will be at The Shores at Five Island in Emmetsburg. Kampen's Catering will be serving a hot meal and Pro will be handing out a holiday gift along with allocated equity checks to members in attendance. The allocated equity 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 2023/2024 year. Pro will also be posting a recap on social media following the event.

PRO'S SAFETY COMMITTEE LOCATION WALK THROUGHS:



In late June, Pro Cooperative's Safety Committee conducted a walk-through of our Pocahontas elevator. In one of the photos, Pro's Safety Director, Jon Stephens, demonstrated what a proper electrical box outlet cover looks like. The team also looked for potential safety hazards or concerns at the location. All Pro locations will be undergoing walk-throughs to identify hazards before fall harvest. At Pro Cooperative, it is our mission to ensure that every employee and visitor who enters our facilities goes home safely.

DIVIDEND LETTER

Dear Members,

October 14, 2024

As the Ag industry evolves, Pro continues to strive to remain a knowledgeable and reliable partner for our patrons. We are investing in our people, assets, and culture to provide the best whole-farm solutions at the farmgate. Our commitment to our current and prospective patrons is simple: we stand by what we sell.

Pro has invested \$46 million in capital improvements over the previous two years. The bulk of this expense was self-funded, and enabled Pro to attain record earnings for fiscal year 2023 of \$10,993,000. We are committed to modernizing our assets, but also want to ensure that we embody the values and principles that have made the cooperative system so strong.

Despite this record investment, Pro will be allocating approximately \$1.5 million in cash patronage that will be split between the prior fiscal year and paying off our oldest allocated equity. Leveraging an exceptionally strong balance sheet, Pro is committed to honoring our prior commitments, maintaining and growing its asset pool, while still paying dividends for current business.

Additionally, we are excited about the continued growth of our sales efforts, particularly with our Pro-Tect conservation initiative. Launched by Pro Cooperative in 2023, we project a return of approximately \$1.4 million to our members by year-end through a mixed offering of carbon sequestering, cover crops, and tillage practices. This program allow ours customers to get paid for many of the things that they are already doing. We encourage you to explore it with us.

Pro has also made a significant investment in safety. From zero entry sweeps to new leadership and ongoing education, Pro is committed to ensuring that the members of our communities who work with us, make it home safely.

Thank you again for your business and support. We look forward to continuing to serve your farming needs and building an even stronger future together.

Well wishes,

Terry Panbecker, CEO

HARVEST GRILLOUTS AT PRO LOCATIONS

During the harvest season, Pro Cooperative proudly served around 1,850 meals to farmers at our 14 grain elevators. We enjoyed hosting our annual Customer and Employee Appreciation meals with our pull-behind grill, serving brats and burgers along with sacks of goodies to go. We're grateful for your contributions in making this harvest season a remarkable success! A heartfelt thank you for your continued loyalty and support from all of us at Pro Cooperative.





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

GROWING TOGETHER HARVESTING SUCCESS

Ayrshire	515-884-8410	Laurens	515-890-5460	Rolfe	515-890-5430
Bradgate	515-375-6523	Manson	515-890-5409	Rolfe Heartland ..	515-890-5475
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		

