

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 2

WINTER 2025

GROWING TOGETHER  HARVESTING SUCCESS



PRO
COOPERATIVE



A NOTE FROM PRO'S CEO: TERRY PANBECKER

Happy New Year! As we close the books on another successful year at Pro Cooperative, I want to take a moment to reflect on the great accomplishments we've achieved together. Over the past year, we completed four major capital projects—each designed to enhance efficiency, accuracy, and safety for both our members and employees. These improvements, highlighted in detail in the previous Pro-Visions newsletter, are now fully operational and serving their intended purpose for members and employees.



As we transition into the 2024-2025 fiscal year, Pro Cooperative's Board of Directors and Leadership Team have chosen to take a purposeful pause on large-scale capital projects. While Pro remains in a strong financial position, as shared at our Annual Meeting in December, this year's focus will shift toward targeted upgrades—such as rolling stock improvements and ensuring our facilities continue to meet the highest safety standards.

Reflecting on the past year, we've seen it all—record-breaking heat, extreme temperature swings, powerful winds, droughts, and floods. Agriculture has always required resilience, and at Pro Cooperative, we remain committed to supporting our producers through these challenges. One program that has proven both profitable and beneficial for participating growers is Pro-Tect, powered by Truterra. In its first year, this conservation program returned over \$1 million to enrolled members. Now, as we enter its second year, the opportunity continues. To learn how this program could benefit your operation, see page 5 for details.

In December, we also launched MyPro, our new online customer service portal designed to make doing business with Pro Cooperative more convenient than ever. With MyPro, members can view and pay statements, access purchase history, eSign contracts, track grain scale tickets, manage agronomy and grain contracts, and much more—all from the palm of your hand. For additional information, visit page 15.

Looking ahead, I invite you to attend the Terril Open House on March 27 to see firsthand the facility improvements we've made. More details will be available on Pro's website. An open house will be planned for Graettinger, with a date to be announced soon. Thank you for your continued trust and partnership. Your support is what makes Pro Cooperative strong, and I look forward to another successful year together. Until next time, Terry.



PRO'S NEW ROLFE LOCATION MANAGER: COLTEN JANSSEN



In mid-October, Colten Janssen joined Pro Cooperative as the Rolfe Location Manager, bringing a strong agricultural background and deep roots in the Rolfe and Pocahontas area. A longtime customer of Pro Cooperative, Janssen officially began his co-op career in the middle of the 2024 harvest, eager to contribute to a company that has long supported his family's farming operation.

Growing up on his family's farm south of Rolfe, he was actively involved in raising crops and cattle. His deep appreciation for agriculture only grew as he pursued a degree in Animal Science at South Dakota State University in Brookings. After graduation, he spent the next 10 years in the livestock industry, working for an artificial insemination company in Minnesota and northwestern Iowa. There, Janssen gained valuable experience in animal breeding while also taking on leadership responsibilities, managing a team of servicing technicians.

Now, Janssen is excited to bring his experience back home to Pro Cooperative. "What I am most excited for in this position as a Location Manager is learning the ins and outs of how Pro Cooperative runs," he shares. "The Rolfe location and the company as a whole have many possibilities for growth, and I'm excited to be a part of the potential. Having worked with Pro Cooperative as a customer, I've seen firsthand the company's commitment to local farmers, and I'm proud to now be part of that mission."

He is eager to build relationships with both customers and team members, ensuring the Rolfe location continues to serve the area's producers with the same dedication he's experienced himself. Welcome to the Pro Cooperative team, Colten!

USING NO-TILL, STRIP-TILL, OR SINGLE-PASS TILLAGE?

Preserve your land today to ensure a legacy for future generations while participating in Pro Cooperative's carbon credit programs.



To date, Pro Cooperative has captured and returned over \$1 million to our farmers through the Pro-Tect Program!

Are you utilizing no-till, strip-till, or single-pass tillage practices on your farm? Or are you interested in starting these sustainable practices? At Pro Cooperative, we're dedicated to helping you unlock the full potential of sustainable farming.

Don't miss out on this exciting opportunity—contact Jay today to learn how you can start earning through our rapidly expanding carbon program!



Give Jay a call today to learn if your farm is eligible for this program!

Jay Magnussen
712-358-1916

Some eligibility exclusions apply to this promotion



2025 MARKET OUTLOOK RECAP:



Did you miss Pro Cooperative's Winter Market Outlook in mid-January? No worries! We recorded a recap of the key takeaways from all three presenters—grain, energy, and agronomy. To hear the highlights, visit Pro Cooperative's website or social media pages. If you have any follow-up questions, feel free to call us at 712-335-3060. And don't forget to join us for our Summer Market Outlook this August

ENJOY RETIREMENT!



After 26 years and 7 months with Pro Cooperative, Billy Lewis retired at the end of October. A retirement party was held on November 1, 2024, at the Ayrshire Community Center to celebrate his career.

Billy started at the Ruthven location in March of 1998, working in agronomy while helping in the feed mill as needed. After five years, he transitioned to full-time feed deliveries and later moved to the Ayrshire feed mill, where he remained until retirement.

Enjoy retirement, Billy!

Burley Kemp, an operations worker at Pro's Pocahontas Elevator, retired after 20 years of dedicated service to Pro Cooperative. Many farmers and coworkers enjoyed a baked potato bar and dessert as we wished him the best in his next chapter. The celebration was held at the Pocahontas Elevator in early January. Happy Retirement, Burley!



PRO COOPERATIVE DONATES AND DELIVERS 235 HOLIDAY HAMS!

During the past holiday season, Pro Cooperative donated 235 holiday hams to the Upper Des Moines Opportunity facilities in Pocahontas, Emmet, Humboldt, and Palo Alto counties, as well as the New Opportunities facility in Calhoun County. On December 19, Pro Cooperative donated 50 holiday hams to each of the counties of Palo Alto, Emmet, Humboldt, and Calhoun, while Pocahontas County received 35 holiday ham meals.

On Thursday, December 19, Pro Cooperative packaged holiday ham 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 and a corn, one package of instant vanilla pudding, and one bag of instant mashed potatoes from Woods Grocery Store in Pocahontas, IA. The protein-rich hams were generously provided with the help of the Palo Alto County Pork Producers, who partnered with Pro Cooperative to support this initiative. "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 in our communities who might need a helping hand this holiday season," shares Gracie Jackson, Pro's Marketing Specialist. She continues, "Pro Cooperative values giving back and supporting the local communities we live in, work in, and serve in."



Pictured in the group photo:
L-R : Terry Panbecker, Jeremy Ives, Carter Koenck, Lauren Swan, Gracie Jackson, Steve Ohnemus, Ryan Klaassen, Jim Kakacek, Hudson Feldkamp.
Also, thank you to the many other Pro employees that helped package the meals but were unavailable for the photo.



CHRISTMAS PARTY RECAP:



Terry kicked off the evening with a heartfelt welcome, expressing gratitude for our incredible employees and their families. This year's Christmas party, held on January 11th at The Shores in Emmetsburg, was a night to remember. Guests enjoyed an unforgettable performance by a talented Dueling Pianos duo, adding fun and energy to the celebration!



Throughout the evening, many awards were presented to recognize outstanding achievements. Pictured above is part of the team from the Pocahontas elevator, proudly accepting the award for record corn receipts this fall.

CHRISTMAS PARTY RECAP:



Two agronomy awards were also presented during the event, marking the inaugural year for these recognitions. Jay Magnussen and Ken Brennan were the proud recipients. Jay earned the 'Above and Beyond Agronomy 2024' award, while Ken was honored with the 'Sales Growth 2024' award. The awards were presented by Ben Pruss, Sales Manager.



Pro Cooperative's Sinclair and Cenex-branded fuel stations were honored with the prestigious Cenex Star Station Award and the Sinclair Top Performer Award. The teams recognized (pictured L-R) include Rolfe Heartland, Laurens, Estherville, Terril, and Pocahontas. Congratulations to all our 2024 award winners! Here's to another outstanding year at Pro Cooperative!

2025 PRO COOPERATIVE SCHOLARSHIP APPLICATION

*** Applications are due April 15, 2025 ***

Scholarship Details:

Pro Cooperative will be funding one \$500 scholarship to a full-time agricultural student. High school seniors, college freshmen, sophomores, and juniors are eligible to apply for Pro Cooperative's scholarship. The student must be furthering their education by attending and pursuing a two- or four-year agricultural program.

Who is eligible for Pro Cooperative's scholarship?

- ✓ Pro Cooperative members
- ✓ Pro Cooperative members dependents
- ✓ Pro Cooperative employees dependents

For more info and to apply:

www.procooperative.com - click on the resource menu

Please direct any questions to Gracie Jackson - gjackson@procooperative.com

ROLLINGSTOCK UPDATE:



This winter, Pro Cooperative expanded its fleet with several new rolling stock additions to enhance efficiency across multiple departments. Pictured on the left is one of three new 2025 International HX520 semi-trucks, marking the first time this model has been introduced to Pro's fleet. Powered by a Cummins engine, two of these trucks will support the feed department, while the third will be dedicated to grain operations. In the middle, the energy department welcomed a 2025 Freightliner 114SD equipped with a Cummins X12 motor. This fuel truck, stationed in Estherville, features a 5-compartment Westmor tank with a 5,600-gallon capacity, ensuring reliable fuel deliveries to members. On the right, the Havelock team received a 2025 Boss MX7 Railroad Trackmobile, designed to improve train-loading operations. Outfitted with a snow-pushing attachment, this powerful machine can now move 20 railcars—doubling the capacity of the previous trackmobile. These investments reflect Pro Cooperative's commitment to providing top-tier service and operational efficiency for our members.

Fall in LOVE with SAVINGS!

Sale offers are valid February 3 - February 28, 2025

For the month of February, enjoy 10% off all listed products—and many more!*

- ✓ Precon
- ✓ SteakMaker
- ✓ Sheep Balancer
- ✓ Rangeland
- ✓ Mor-M-Lass
- ✓ Honor Show Products
- ✓ Wind and Rain Cattle Mineral
- ✓ Red Flannel Dog and Cat Food
- ✓ Barnlime
- ✓ Herd Maker Milk Replacer
- ✓ High Octane
- ✓ Purina Feed for most species

HAPPY
Valentine's
DAY

WIND AND RAIN
CATTLE MINERAL

LAND O LAKES
HERD MAKER

 **HIGH
OCTANE**
SHOW SUPPLEMENT

 **RANGELAND**
CATTLE MINERAL

 Exclusive
RED FLANNEL
PET FOOD

 **HONOR
SHOW**

More than 30 products are included in this month's promotion!

Take advantage of Pro Cooperative Feed
Department's **BIGGEST SALE** of the year!

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Call Lauren Swan to check product availability
at your preferred Pro Cooperative location.

Lauren Swan
712-358-2494

*The 10% discount will be included in the final price at the point of sale.

AGRONOMY UPDATES

TALC USA + PRO COOPERATIVE

Contact your local Pro Cooperative Agronomy Team Member today to learn more about the Talc USA, the Green Cup promotion and how you could win a \$500 gift!



WHY USE TALC USA'S TALC?

- Premium TALC (200 mesh grind from 6.5 microns to 75 microns)
- Eliminates planter issues due to premium grade talc
- Talc USA has been bringing solutions to farmers for 15 years!

WHY USE TALC USA'S TALC?

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

GRAIN UPDATES

TERRIL OPEN HOUSE



Thursday, March 27, 2025 • 11:00 AM - 2:00 PM

Join us for the Terril Open House to see our exciting upgrades! Improvements include new scales, a probe, farmer ID cards, an updated office, and expanded Agronomy Center services. With a new UAN tank and ongoing facility updates, we're ready to serve you better. Stop by to tour the facility, learn more, and enjoy a meal with your neighbors! More details to come.

Please visit www.procooperative.com for updated details on the Terril Open House.

ENERGY UPDATES

Pre-Plant Fuel Storage Maintenance

As you gear up to plant your 2025 crop, don't forget about your fuel tanks. Ensuring your fuel storage is in top condition can prevent costly delays and equipment issues during the busy season.

Risks of Partially Full or Empty Tanks

Many farmers held off filling tanks after harvest, but empty or partially full tanks are prone to water buildup. Fluctuating winter temperatures cause moisture to condense inside the tank, leading to water accumulation at the bottom.



Inspect for Water Before Refueling

Before your next delivery, check for water at the bottom of your tank. Pro Cooperative can assist with inspections and, if needed, work with fuel labs and experts to analyze tank contents.

Why Water is a Problem

Water at the bottom of diesel tanks creates an environment for microbial growth, which can clog filters and damage equipment. Microbes thrive at the water-diesel interface, feeding on hydrocarbons in the fuel.

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

Spring Maintenance Checklist:

- Change barrel filters: Prevent contaminants from entering your equipment.
- Clean fuel pump inlet screens: Remove debris that could restrict fuel flow.
- Inspect hoses, nozzles, and caps: Check for wear, leaks, or damage.

An ounce of prevention is worth a pound of cure. Taking these proactive steps will protect your fuel, safeguard your equipment, and keep your planting season running smoothly.

PRO COOP'S 2024 ANNUAL MEETING RECAP:

On December 11, 2024, the Pro Cooperative Board of Directors hosted its Annual Meeting at The Shores at Five Island in Emmetsburg, Iowa. All eight current board members were present, along with over 150

Pro Cooperative members and employees. The meeting was successfully conducted under proper quorum requirements and parliamentary procedures,

led by Jim Shimon, Pro Cooperative's Board President. Copies of the financial report are available at Pro Cooperative's office in Pocahontas.

The meeting included several important updates and announcements. Board election results were shared, with Luke Langner and Darin Refsell reelected to serve on the Board of Directors. Nick Wiemers provided an update on four capital projects, and the Board announced its decision to retire Pro's oldest year of equity for members. Todd Glynn, a Certified Public Accountant from Meriwether Wilson and Company, PLLC, presented an overview of Pro Cooperative's financial standings, affirming the organization's stability and positive outlook. CEO Terry Panbecker highlighted key achievements from the past year, including the launch of the MyPro online portal, designed to streamline and enhance the customer experience. Staff members were available during the event to assist attendees in downloading and setting up the app. Thank you to everyone who joined and contributed to the success of this year's Annual Meeting.



Pro Cooperative's 2024 and 2025 Board of Directors:

(Back row L-R): Terry Panbecker, Jim Shimon, Darin Refsell, Luke Langner, Pat Geelan.

(Front row L-R): Carter Peterson, Nick Wiemers, Tim Quade, Brady Shelgren.



Pictured above is Todd Glynn from Meriwether Wilson and Company, PLLC. Pictured below is Pro's CEO, Terry Panbecker.



Luke Langner

Reelected to Pro Cooperative's Board of Directors



Darin Refsell

Reelected to Pro Cooperative's Board of Directors

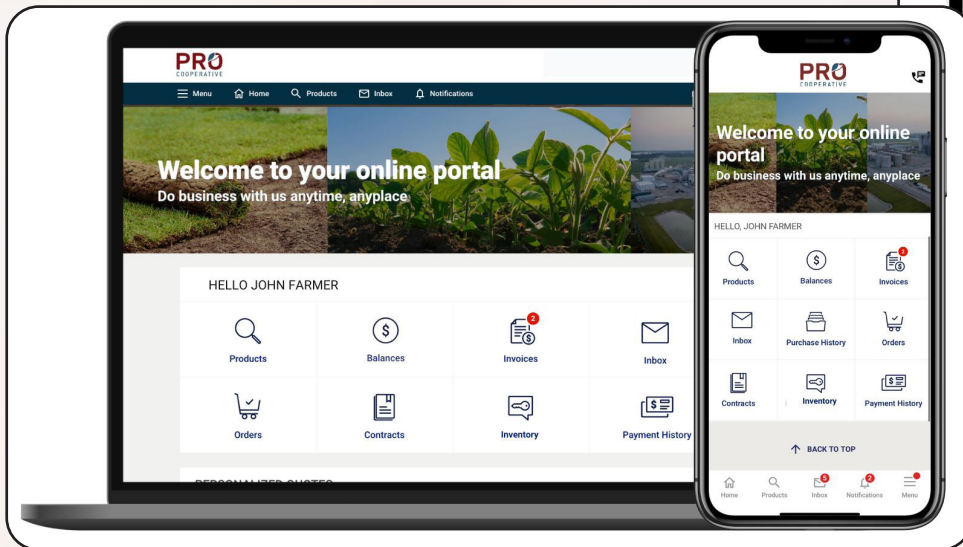
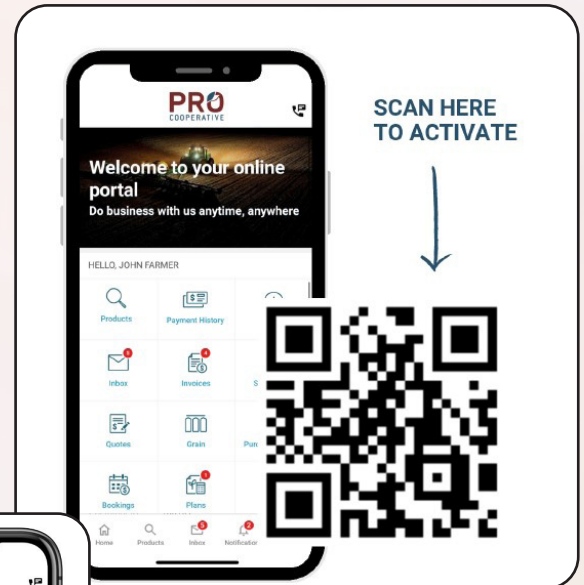


MYPRO: THE POWER OF FARMING ANYWHERE

Welcome to MyPro Customer Portal

An extension of our team in the palm of your hand!

- ✓ 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!



Questions or need help activating your account? Call or visit any Pro Cooperative location!

“ Being able to view our grain contracts and submit offers directly from our phone has been incredibly beneficial. It has streamlined our marketing process. Additionally, having one convenient place to access statements at any time has been a great advantage for our operation. Our experience with the MyPro app has been overwhelmingly positive, and we’re excited about the new features coming that will further benefit our operation! - Jonathon Rittgers, current MyPro user. ”



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

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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		

