

AgState®

HELPING PRODUCERS PROSPER.



SPRING 2023



Leadership Team

Chief Executive Officer
Troy Upah

Chief Operating Officer
Marc Mears

Vice President Energy
Marty Lau

Vice President Feed
Scott Lovin

**Vice President Agronomy
and Corporate Marketing**
Brent Low

Vice President Grain
Aaron Meyerle

Vice President Human Resources
Elissa Barrick

Chief Technology Officer
Kaitlin Krischel

Board of Directors

Chairman Chuck Specketer

Vice Chairman Jim Franzmeier

Secretary John Van Gorp

Treasurer Mason Goodenow

Doyle Anderson

David Dean

Chad Harms

Mark Johnson

Bill Langel

Steve Recker

Jim Wagner

Brian Wells

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UPDATE **FROM OUR CEO**

One of the true advantages of the cooperative structure is the ability to reward owners for doing business with their cooperative. In December, your board of directors approved the issuance of patronage checks in recognition of your AgState membership and the business you did in energy, grain, feed or agronomy in Fiscal Year 2022 with AgState. Patronage checks included 30% in cash of the \$7.5 million of patronage approved and another \$3.6 million of deferred patronage was revolved to the membership for a total of over \$5.8 million of cash in total issued to the AgState membership. This cash was on top of the Section 199 tax deduction of 12.75 cent/bushel also issued to the members in 2022. If you are not a member of AgState, please contact your local AgState location for more information on how you too can be eligible for future patronage distributions as a Class A or Class B member of AgState.

Communication is important in every organization no matter how large or small. AgState continues to evaluate how we best communicate with customers. Today, AgState provides updates via text messages, emails, flyers at offices, press releases, annual reports, our website AgState.org, letters to your homes, and quarterly newsletters sent to customers. It is also important to us that we keep our employee teams aware of any changes so they can better respond to questions from customers and our member-owners.

This includes a monthly “Chat” virtual townhall meeting with a couple of our senior team. Communication is about keeping people informed of what is happening at AgState but also address those “rumors” that are not true. If you would like to see additional information or receive communications in a different manner, please let your local AgState location know so they can communicate this to our marketing lead, Jennifer Ohlendorf. Her purpose is to continue to find great ways of connecting with you, our customer.

Our goal as AgState is simple – Helping Producers Prosper. This means that we have an important job of helping you succeed in your farming operation. Thank you for your business and continued support of AgState. May you have a good planting season this spring and be safe as you begin the growing season.

Troy Upah, Chief Executive Officer



NEWLY ELECTED **BOARD OF DIRECTORS**

Congratulations to our new Board of Directors, which was elected by the membership at large, based on a majority vote. Incumbents that were re-elected to serve 3 more years were Chad Harms, David Dean and Mason Goodenow. Newly elected is Doyle Anderson.



Chuck Specketer
Chairman



Jim Franzmeier
Vice Chairman



John Van Gorp
Secretary



Mason Goodenow
Treasurer



Doyle Anderson



David Dean



Chad Harms



Mark Johnson



Bill Langel



Steve Recker



Jim Wagner



Brian Wells

CONGRATULATIONS **JIM WAGNER**

Congratulations to Jim Wagner for being elected to the AGP board. It is a good day for AgState to have a board member representing our cooperative and NW Iowa farmers. Jim has been a vital part of our AgState team for many years.

He is a family man, farmer, youth coach, and outstanding community role model. Jim is looking forward to the AGP meetings, learning different lessons from a great company, and how to bring those lessons back to AgState and our producers to help them continue to prosper.



AGSTATE **MEMBER MEETINGS**



This past year AgState held member meetings with CEO Troy Upah. These meetings have proved beneficial for our members, and we look forward to having more in the months to come.

2022 Meetings were held at:

Marcus, Kingsley, Marathon, Alta, & Paullina.

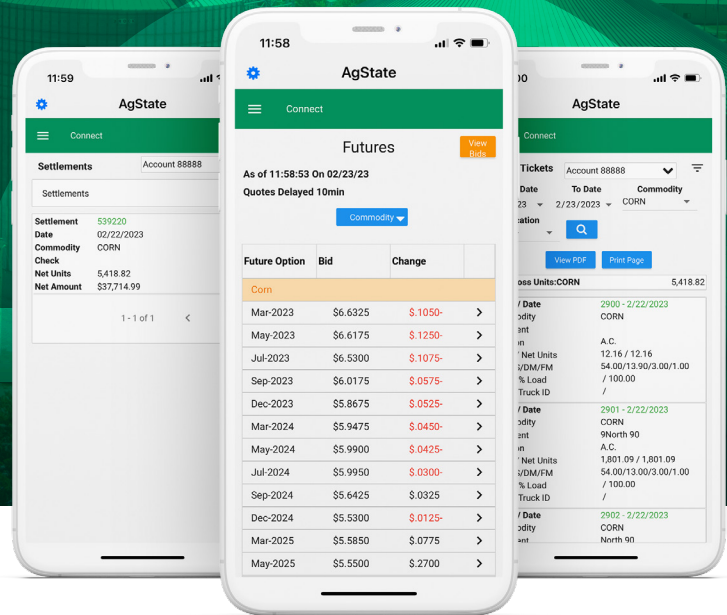
2023 Meetings will be held at:

Newell, Hospers, Sheldon, Holstein, Schaller, & Galva

These meetings are a space to talk freely about AgState and discuss planning for our future. Please feel free to contact us anytime with questions or concerns that may arise.

AGSTATE ON THE GO.

DOWNLOAD OUR CONNECT APP TODAY!



ACCESS ALL YOUR INFORMATION RIGHT FROM YOUR SMARTPHONE

In today's digital world, technology has revolutionized the agricultural sector in many ways. One such technological advancement is the development of apps for managing grain contracts. These apps make it easier for farmers to manage their grain contracts, keep track of their deliveries, and streamline their operations. AgState has developed this app for their membership to have easy access to information on grain prices, real-time data on deliveries, and the ability to manage and sign contracts remotely, which is an extremely beneficial advantage for a farmer. Having the ability to do their paperwork any time of the day or night and even sign contracts remotely is a huge advantage. And not only that, it's an incredibly easy to use App.

- ✓ **Sign grain contracts electronically**
- ✓ **View scale tickets**
- ✓ **View your position or settlements**
- ✓ **View your equity or patronage**
- ✓ **Access grain prices**



HARTLEY AREA CUSTOMER

"The Connect App does everything I need it to."



LAKE PARK AREA CUSTOMER

"Works great for verifying grain contracts and statement balances."



SHELDON AREA CUSTOMER

"Being able to view my scale tickets instantly and e-sign contracts is a time saver."



LEAD PROGRAM

ELISSA BARRICK, VICE PRESIDENT OF HUMAN RESOURCES

AgState is committed to developing our talented employees. What sets AgState apart is our investment in our LEAD program or Leadership Exploration and Accelerated Development. This is an 18-month program that we select those employees who have demonstrated interest in career advancement and development, superior performance and commitment to our business. Employees are selected from various divisions, locations and positions to participate in the program.

Today, 8 AgState employees are enrolled in the program. These employees include sales, customer service representatives, operations

employees, and administrative support. Employees gather on a semi-monthly basis to discuss and learn various leadership topics from difficult conversations to interviewing & selection to finance for nonfinancial leaders. Each session has a guest speaker that shares more information about the part of the business they represent, their perspective and lessons learned on leadership, and the opportunity to interact with different team members. LEAD isn't all classroom, each participant works on their own professional development plan, participates in 360 feedback sessions, has assigned reading, and even homework. Participants are given unique assignments such as job shadowing someone in a different position that you would like to learn more about. A current LEAD Participant comments, "LEAD has helped me network with other team members that I normally do not get the opportunity to interact with that also have a desire to grow and develop within AgState. I'm grateful for this opportunity."

Those that complete the program will present their capstone project to their managers and the Leadership Team in December when they graduate from the LEAD program.

“LEAD has helped me network with other team members that I normally do not get the opportunity to interact with that also have a desire to grow and develop within AgState. I'm grateful for this opportunity.”

A current LEAD Participant





HIGHEST YIELDS OR HIGHEST RETURNS

SPRING VS. FALL NITROGEN APPLICATION

CLINT SIRES, DIRECTOR OF PRECISION AG SERVICES

Take a second to think about what all goes into your decision for “when” to make your primary nitrogen application. Product availability, product price, tillage practices, manpower, personal safety, in addition to many other factors, will have an impact on this decision. Limitations created by some of these factors may end up making the “when” decision for you. Profitability can be achieved with either spring or fall application. Once the decision has been made, it is all about how you implement your decision to maximize profitability.

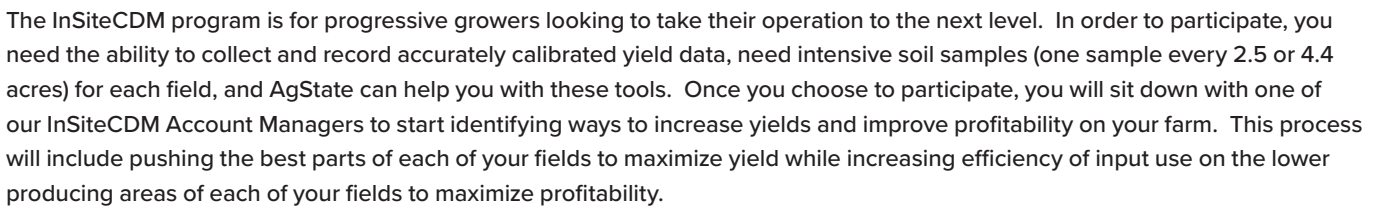
This field vs that field...

Every operation is different. Every field is different. Even adjacent fields can experience differing amounts of rainfall. While we cannot control how much rainfall each of your fields receives, we can manage for its impacts. Drainage tile is one way to manage rainfall and it is another reason in which productivity can vary from one field to the next. Each field you farm should be managed individually, and spatially, to account for these differences and variability. Using your yield history and soil types to define where the good, average and poor yielding areas are in each of your fields, we will categorize each area into a specific zone for you. Once these zones are identified, determining nitrogen rates and timing of applications are some of the most important steps in the entire decision-making process.



387,000
ACRES OF FERTILIZER
WILL BE APPLIED
BY AGSTATE
THIS SPRING





CALL OUR CALUMET LOCATION AT 712.446.3307 TO GET IN TOUCH WITH AN INSITECDM ACCOUNT MANAGER TODAY!

WWW.AGSTATE.ORG



WHAT IS “BLACK SNOW”?

PAT MAI, PA DATA SYSTEMS LEADER

Does the wind seem to be blowing more often these days? Last spring, we had twice as many wind advisories issued compared to the previous spring. With the uptick in wind speeds and fall tillage we are seeing more “Black Snow” in roadside ditches.

Black snow in ditches is a clear example of where valuable topsoil is lost to the ditch or neighbor. Avoiding all soil erosions is nearly impossible. Even the best managed soils can erode under very high wind events. The last few years we have had issues with residue breaking down in the soil. This has led to more fall and spring tillage to manage this residue. There are products on the market that can be applied after harvest or in the spring that can break down this stubborn residue without tillage.

Tillage Practices

Tillage practices can increase the risk of soil erosion and contribute to the problem of “Black Snow” in roadside ditches. When soil is tilled, it disrupts the soil structure and exposes the soil surface to erosion from wind and water. This can lead to the loss of topsoil.

Maintaining Soil Health

To address the issue of soil erosion and “Black Snow”, it may be beneficial to consider implementing erosion control measures, such as cover cropping, conservation tillage, and grass waterways, as well as managing drainage and reducing soil disturbance. These practices can help maintain soil health, reduce the risk of erosion, and protect water quality.



Finance Your Crop Inputs Now. Pay After Harvest.

As a member of Cooperative Credit Company, AgState offers great financing products for up to \$350,000 of crop inputs purchased from the co-op.



COOPERATIVE CREDIT COMPANY

Address: 128 Third Street NW ~ P.O. Box 80 ~
Sioux Center, Iowa 51250

Office hours: 7:30 a.m.-4 p.m. Monday-Friday

Email: financing@cooperativecredit.com

Phone: 1-800-681-1975

AgState also offers financing options through Winfield for only Winfield products. Please contact your local agronomist for more information or email DRCormier@landolakes.com.

Agronomy/Fuel Loan

Loan Limit

\$350,000

Interest Rate

Variable at *7.06% currently —
until maturity.

AFTER MARCH 31, 2023

Variable at *9.96% currently.

Loan Maturity Date

December 15, 2023

(Extensions may be considered at maturity.)

Rate Calculation

Rates calculated using YC Index,
12.46% on 2.13.23

**Find a Your Choice loan
application online at**



www.cooperativecredit.com



ALBERT CITY FIRE DEPARTMENT
Raising funds for a new fire truck



HAT/MITTEN DRIVE
Location winners Cherokee, Cherokee Central, Sheldon, Schaller



LARRABEE PLAYGROUND



CHEROKEE
Christmas lighted parade

AgState

HELPING PRODUCERS PROSPER.

Gives Back

Your community is our community! AgState is always looking for new and innovative ways to help our producers prosper and keep the next generation of farmers interested in staying in the area. We have helped in projects like fire department truck upgrades, donating hats & mittens to local families in need, beautification of local parks, and readying our next generation of farmers for success.



CHEROKEE CSD
Future Ready Day



INSITECDM
Extra food donated to Union Gospel Mission



School participation Alta-Aurelia & Sioux Rapids

Thank You

From your
local delivery
driver

We would like to say thank you! We greatly appreciate all the work you do to keep your driveways & pathways clear for our trucks. The Iowa winter weather trend has included more snow and ice than in the past few years; therefore, we are grateful when we pull into your farm with the snow moved, ice melt/sand has been applied, or the new rock lessens the impact of the ruts. With all this work you put into your farm, this also helps us stay safe along with moving around more efficiently. Have a safe rest of this Iowa winter. Again, Thank you!



INTERNATIONAL **WOMEN'S** *Day*



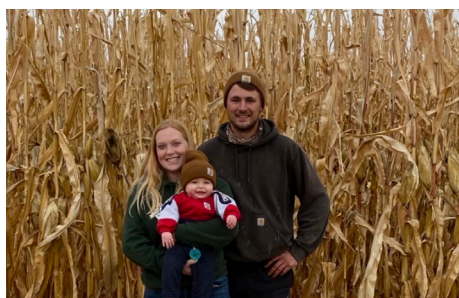
Outstanding, focused, reliable, and organized, are a few qualities that come to mind when thinking about women employed with AgState. Today we want to narrow our vision to one woman who is always ready and willing to help her growers succeed agronomically on each of their farms.

Abby McLaury is an AgState InSiteCDM Account Manager officing out of our Calumet location. Abby currently oversees sixty InSiteCDM grower accounts covering fifty-five thousand acres in northwest Iowa. She assists her growers with setting up management zones, writing variable rate fertilizer and seed prescriptions, and discovering other individual field details that need to be addressed based off the grower's data coming out of the InSiteCDM program. She also attends job fairs and college career days to visit with the current agricultural studies students, and possible future employees, about the benefits of completing an AgState internship program.

Abby started her journey with AgState four years ago selling seed and promoting our InSiteCDM program. She quickly transitioned into a full-time sales agronomist until an opportunity to become a fulltime InSiteCDM Account Manager arose two years ago. Abby is grateful for the opportunities AgState has offered her

through professional development and continuing education programs.

The 4-H and FFA organizations were strong influencers in Abby's life as she grew up on a northwest Iowa farm. She showed livestock, held various officer positions, and earned her American FFA Degree. Abby and her husband, Nathan, are farming Abby's family farm, raising corn, soybeans, goats, and pigs. They have two sons, Lane (three) and Colton (one), who love to help in the barns and ride in the farm equipment.



you ask Lane what he wants to be when he grows up, he says "a corn and cow farmer and that he will have his own combine."

Abby is one of eighty outstanding women currently employed by AgState. We are so very fortunate to have her going above and beyond, paving the way for other women in the Ag industry and helping AgState set itself apart from our competitors.



Outstanding, focused, reliable, and organized, are a few qualities that come to mind when thinking about women employed with AgState.

NOT AN AGSTATE MEMBER?

JOIN US TODAY

- ✓ ***Receive patronage from a growing coop***
- ✓ ***Receive voting privileges as a member***
- ✓ ***Receive a potential section 199 tax credit***



**Use the QR code to download the application form
or stop at your local location and fill out an application.**



HELPING PRODUCERS PROSPER.

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US POSTAGE
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HELPING PRODUCERS PROSPER.