

AgState®

HELPING PRODUCERS PROSPER.



WINTER 2023



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Cindy March

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Marty Lau

Vice President Feed
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MESSAGE **FROM OUR CEO**

After last fall's drought issues, the 2023 harvest has been a blessing for many in NW Iowa. While hail and lack of rain still tempered some yields, it is good to hear the positive numbers with corn and beans in much of our territory. I think all of us would have preferred to avoid the October snow but the rains this fall should position Northwest Iowa for a better start in the planting season next spring.

As our 2023 harvest season comes to an end, I would like to share with you a few highlights from this fall. Total bean receipts for AgState are in line with a year ago and the 5 year average. AgState had several locations set new records on bean receipts and a few others with lower numbers due to several reasons including bridge/road construction. Total corn receipts are slightly above AgState's numbers from last year. Access to rail markets this fall again paid dividends for those facilities on the Union Pacific rail line. Rail shipments allowed our team to move beans more quickly and focus our truck fleet on farm pickup programs or fertilizer deliveries. With agronomy, we are seeing very good customer bookings/prepay this fall on P&K along with record commitments on NH_3 prepay and seed orders. Farm diesel demand has been strong while gasoline usage has decreased. Some feel the current economy and a record amount of U.S. credit card debt will continue to impact consumer demand for many months. Feed demand has rebounded with reduced disease pressure and improved profitability in the livestock sector. New feed business is also adding to this rebound.

AgState's Human Resource Team will be researching several programs this winter to evaluate how we better fill open positions in a timely manner. Northwest Iowa has 87% of the working age population fully employed. This is one of the highest participation rates in the United States. This compares to a national participation rate of 63%. Access to qualified labor continues to be an on-going challenge.

Finally, AgState continues to make team and customer safety a key focus everyday. Respect, Integrity, Safety and Excellence make up the 4 core values of the AgState team. As we approach this winter and Iowa's slippery roadways, I offer a friendly reminder to make sure you have a winter weather kit in your vehicles. A simple kit can include a couple of snacks, water, ice melt/sand, flashlight, blanket, and other warm gear in case a need may arise.

Thank you for your business and continued support of AgState! May you and your loved ones have a very Merry Christmas and Happy New Year!

Troy Upah, Chief Executive Officer



CARBON MONOXIDE SAFETY

How many times have you heard or said, “Honey, turn on the heat. I’m cold?” We do live in Iowa, and we experience low temps throughout the night, and higher temps during the day. This must be why we all live here, right? In Iowa, one can experience every season (Spring, Summer, Fall, Winter) all in one day. With our ever-changing temperatures, we ask you to double check your household safety equipment every four months. AgState always wants our customers and employees to be **SAFE!**

Did you know that Carbon Monoxide (CO) unintentionally claims an average of 170 lives per year? We ask you to make sure you have a working CO monitor in your homes and indoor work areas. CO is a colorless, odorless gas produced when carbon burns. The most common fuels giving off CO are gasoline, natural gas, oil, propane, coal, and wood. Avoid using fuel-burning tools or heaters indoors. If you must use a fuel-burning tool, make sure to have adequate ventilation, or use an electric-powered substitute tool. When CO is inhaled it will remove oxygen from the blood stream. If you are experiencing dizziness, headache, drowsiness, nausea, vomiting, weakness, confusion, paranoia, difficulty breathing, or you collapse, please call 911 immediately! If you suspect poisoning, follow these instructions:

1. Turn off the equipment and move the victim(s) into fresh air.
2. Keep victim(s) warm and call 911.
3. If the victim(s) is not breathing, initiate CPR.
4. CO poisoning victim(s) should not drive.
5. If CO poisoning occurs inside a building, make sure the CO levels are checked by the fire department before anyone re-enters the building.

HERE ARE A FEW OTHER THINGS TO CHECK OFF YOUR SAFETY CHECKLIST:

- ✓ Check all smoke alarms.
- ✓ Replace all batteries in fire detectors.
- ✓ Review your fire escape plan.
- ✓ Space heaters can be used to supplement heating a home, but make sure to read and follow product label instructions to prevent a fire or CO poisoning.

TRUCK DRIVER SAFETY TIP

Truck drivers need to be aware of any exhaust system leaks under the cab that may lead to CO poisoning. Check for exhaust leaks while doing your daily vehicle inspection.

“I SMELL GAS”

DO YOU KNOW WHAT TO DO IF YOU SMELL PROPANE GAS IN THE HOME?

- ✓ Extinguish all sources of ignition or open flames.
- ✓ Get everyone out of the home!
- ✓ Do not touch electric switches, appliances, phones, thermostats, etc.
- ✓ Close the gas shut-off valve on the propane tank or cylinder, **ONLY** if it is safe to do.
- ✓ From a separate and safe location call the LP driver who delivers to your address, or call 911.
- ✓ Do not reenter the building until the AgState service tech or fire department advises.
- ✓ AgState is required by code to complete a leak check on the system.
- ✓ What may seem like an out-of-gas tank may be an undetected leak.
- ✓ Do not judge the level of danger by the level of odorant you smell. All gas leaks pose a serious threat. A combustible mixture of propane may still be present even if no odor is detected.
- ✓ Check your propane tank levels regularly to help prevent out-of-gas situations.

AgState will not deliver to an out-of-gas situation unless a responsible adult, 18 years of age or older, is present. This way they can also give consent to the technician for a complete test of the system and appliances.

With the past Iowa winter's freezing cold temps and unpredictable precipitation, we want you all to stay safe, warm, and healthy. Please call your AgState Energy Department for propane contracts, service questions, or any other fuel/lubricant needs. Have a Merry Christmas and Happy New Year!



AGSTATE FUEL DAYS

The AgState Energy Department held the first ever “AgState Fuel Days.” Our department offered 20 cents off a gallon on most of our refined fuels (gas) or diesel fuels. All customers received a bottle of water, an AgState Energy koozie and had their fuel pumped for them by Seth and Laura. AgState serviced more than 225 customers during our fuel days. Some customers came back multiple times with multiple vehicles.

Winners from each location's Fuel Days raffle tickets are:

1. Sioux Rapids - Dale Patten
2. Holstein - Pat Ruser
3. Galva - Chris Yockey
4. Cleghorn - Kristen Peterson

Thank you to those who came out during our Fuel Days. We look forward to doing these again in the future at different locations.

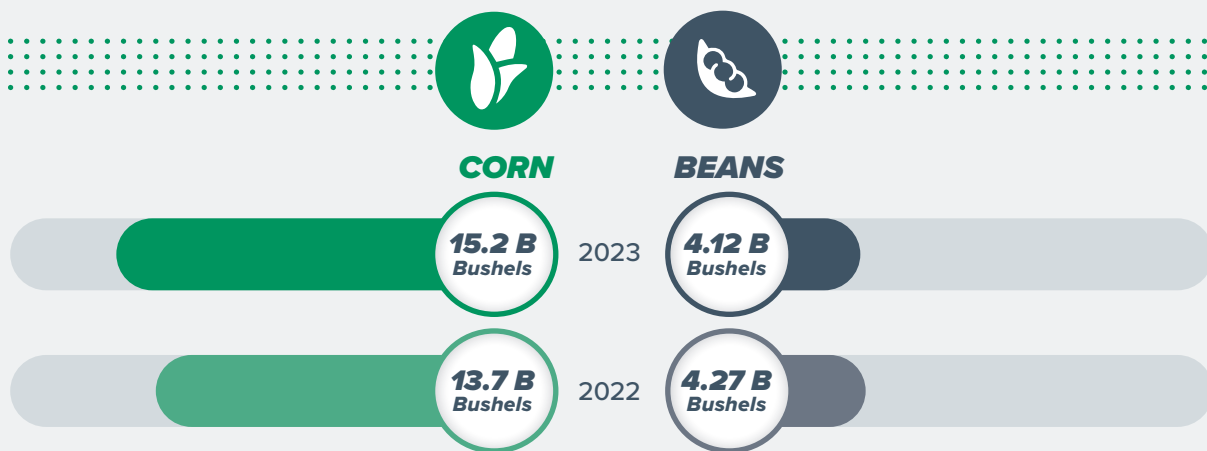
2023 HARVEST HIGHLIGHTS

GRAIN MARKET NOTES

- ° Both eastern and western corn belts are seeing better than expected yields in corn & beans
- ° AgState draw territory is seeing better than expected yields as well

HARVEST PRODUCTION

** According to USDA information*



Fall 2023 corn production increased due to higher acres and yield.

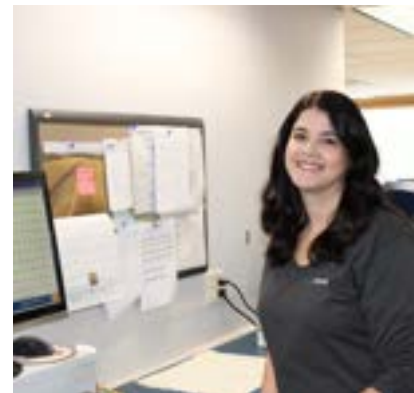
Fall 2023 soybean production was reduced due to lower acre availability.

(AgState would suggest local yields were better than last year for both corn and beans)

MARKETING YOUR GRAIN

- ° While fall of 2024 is a long ways away we are encouraging our customer to take a look at the economics of selling a percentage for next year.
- ° Don't forget about the AgState App. The App allows you to see your tickets and sign contracts electronically.
- ° AgState has ten Marketing Service Representatives (MSR's) available to teach producers different grain marketing techniques.

Call our MSR's with any of your questions. Visit our website for all their contact information.



AGSTATE FEED QUALITY - PRIORITY!

BY MARISA DAHLSTROM

Quality is the priority when it comes to feed produced at our AgState feed mills. Our Newell location is home to Market 1 Lab – a feed laboratory that analyzes everything from corn grind quality to nutritional components of finished feeds.

Utilizing state-of-the-art NIRS (near-infrared spectroscopy) instruments, important nutritional constituents such as protein, fat, fiber, and amino acids can be analyzed in less than a minute on both feed and ingredient samples. NIRS technology provides instant results without having to resort to expensive and time-consuming

wet chemistry methods. The robust equations that predict these constituents are many years in the making and are continually updated to account for crop year fluctuations and other process changes providing results that are nearly identical to wet chemistry methods.

The Market 1 lab team delivers a 48-hour turnaround time for printed NIRS feed and ingredient sample analysis. If a customer needs their results faster, we can have them available through our online platform the same day samples are processed. Many customers rely on our lab for routine nutritional analyses of ingredients

and feed as well as ground corn particle size verification and other miscellaneous testing.

Our lab also continually tracks and trends feed mill processes such as corn grind size and pellet quality, as well as performing testing on incoming ingredients for nutritional quality and mycotoxins. This allows us to produce a consistent high quality animal feed product for our growers.

Contact Marisa Dahlstrom at the AgState Newell location to schedule your grain or feed analysis needs.

AgState Newell, IA 712.272.3396

HARVEST PHOTO CONTEST

AgState is so thankful for your participation in this year's Harvest Photo Contest! We had a wonderful array of photos and not one that tells the same story as another. These are beautiful moments to capture and hold dear to one's heart.

Did you forget to submit your picture? No worries since we will have our contest again next year. Have a safe upcoming holiday season.



1ST PLACE

Becky Sundblad

2ND PLACE

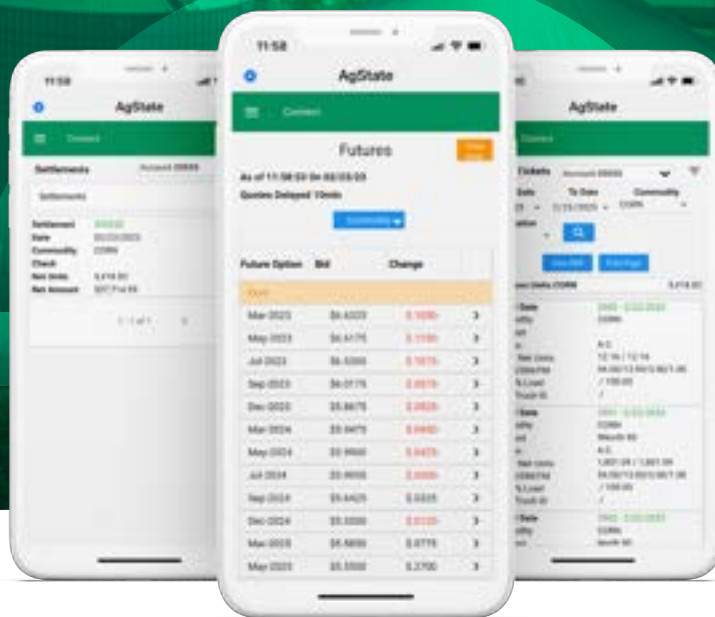
Ashley Seablom

3RD PLACE

Jamie Robbins

AGSTATE ON THE GO.

DOWNLOAD OUR CONNECT APP TODAY!



ACCESS ALL YOUR INFORMATION RIGHT FROM YOUR SMARTPHONE

AgState has developed this app for our members 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 extremely beneficial for farmers. Do paperwork any time of the day or night and even sign contracts remotely with this easy to use app!



e-Sign grain contracts



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."





2024 **INSITECDM FORUM**

FEBRUARY 7TH & 8TH IN SIOUX FALLS, SD | SHERATON & CONVENTION CENTER

Are you missing something in your operation? Have you ever wanted a program focused on achieving higher yields while being efficient with input products and costs? AgState has a program for you! It is called InSiteCDM. The AgState InSiteCDM program offers data driven solutions for your operation. Every year InSiteCDM members gather to discuss data trends and hear from experts in the industry. This year's InSiteCDM Forum is February 7th & 8th in Sioux Falls, South Dakota at the Sheraton & Convention Center. The InSiteCDM Forum is an invitation only event for enrollees of the program.

2024 **DISCUSSION TOPICS**

1. Top yielding corn and soybean hybrids.
2. Top yielding seed companies and chemical traits across NW Iowa.
3. How did fungicide perform this year and were multiple passes of fungicide beneficial?
4. Are we seeing a yield advantage with biologicals and if so, which ones?
5. We will examine nitrogen use efficiency using our variable rate green Rx equation.
6. How did Pivot Bio perform across the trials?
7. What are the multi-year yield trends using Enlist or XtendiMax traits?

SPECIAL **GUESTS**



MARK HEINEMAN

Mark is a Winfield agronomist from Lincoln, Nebraska, giving insight on how to raise high yielding soybeans.



ERIC SNODGRASS

Eric will be speaking on weather patterns and how they will be affecting your 2024 growing season.



ROGER WRIGHT

Roger will be presenting on grain marketing strategies as well as explaining how to use the data to make better marketing decisions.

EVENING **ENTERTAINMENT**



CRAIG KARGES EXTRAORDINIST

Our evening entertainment will be Craig Karges. He combines the art of magic with the science of psychology and the power of intuition to create the impression that nothing is impossible.

DON'T MISS OUT!

If you want to be part of this exclusive program, contact your local AgState Agronomist or InSiteCDM Account Manager today.

The InSiteCDM Forum is an invitation only event for enrollees of the program.



PREPAY SEASON

PRE-BUDGET FOR THE 2024 BUSINESS YEAR

AGSTATE PREPAY & PREPAY DISCOUNTS

1. *Seed Prepay Discounts*

- ▶ 8% Discount January 15th, 2024
- ▶ 6% Discount February 15th, 2024
- ▶ 3% Discount March 15th, 2024

2. *Agronomy/Chemical Prepay*

- ▶ What are your upcoming 2024 farming expectations?
- ▶ Your Agronomist or InSiteCDM Account Manager can help you pencil a cost based on your expectations.
- ▶ Or simply prepay on your account any amount you deem necessary.

3. *Fuel/Propane Prepay and Discounts*

- ▶ AgState Best Price Option - prepay propane (LP) or refined fuel contracts.
- ▶ Volume discounts available for Gas and Diesel starting at 400 gallons delivered.
- ▶ Propane (LP) or Refined Fuel Cash Discount on tank wagon deliveries, if paid in 7 days of delivery date -\$0.10/gal.
- ▶ Scheduled delivery program will qualify you for an extra -\$0.02/gal of Propane (LP).

Talk to your tax accountant about how year-end prepay could benefit your operation.

Contact your AgState Sales Agronomist, InSiteCDM Account Manager, or Energy Salesperson to learn more!



YOUR COMMUNITY IS OUR COMMUNITY

Did you know AgState employs close to 365 full time employees from Northwest Iowa?

AgState employees are your friends, neighbors, the people you sit with at local sporting events and church. We are a part of those same organizations and events that are near and dear to your heart. That is why AgState has put together an **A.C.E. Group** to support community enrichment.

The AgState Community Enrichment (A.C.E.) group is a diverse group of employees from different locations, backgrounds, education, age, and positions within the company. This group is responsible for reviewing and evaluating donation and sponsorship requests with a focus on education, 501-3c groups, agriculturally related topics,

state sports participation, FFA, 4-H, county fair, etc. All submissions are evaluated monthly.

Over the past twelve months AgState has donated \$38,000 to local fire departments, city park beautification, fairground building improvements and other similar projects. Our employees actively participate in hat & mitten drives, community celebrations, local school enrichment programs, and blood drives.

Do you have a project in need of funding?

We would like to encourage everyone with any upcoming events or projects to fill out a donation request form on the AgState website. Please visit [AgState.org/about/#donation](https://www.agstate.org/about/#donation) or scan the QR code on this page.



AGSTATE SCHOLARSHIP PROGRAM



In **2022** AgState awarded **23 scholarships** totaling **\$12,500** to local seniors

In **2023** AgState awarded **36 scholarships** totaling **\$31,000** to local seniors

Requirements to apply:

- Students must be attending an accredited university, community college, technical school, or joining the active military.
- To be eligible, a student must be pursuing a degree in agriculture or a related field.
- Preference will be given to students of AgState Class A Members. We encourage all members and customers to apply.
- Factors considered will include academic achievement, school service and involvement, and other community and school related activities.
- Applications must be filled out completely online with all attachments or the application will become null and void.

Only students with applications from these eligible schools will be considered.

Alta-Aurelia
Emmetsburg
Graettinger-Terril-Ruthven-Ayrshire (GTRA)
Hartley-Melvin-Sanborn (HMS)
MOC-Floyd Valley
Newell-Fonda
Pocahontas Area

Sioux Central
Sheldon
South O'Brien
Spencer
Storm Lake
Storm Lake St. Mary's
Gehlen Catholic

Ridge View
Kingsley-Pierson
MMCRU
OABCIG
Cherokee Washington High School
Okoboji
South Hamilton

Unity Christian
Trinity Christian
Western Christian
Le Mars
Harris Lake Park

AgState's main goal is to present a scholarship to a student at every eligible school. Please spread the word in your local communities. Call Jen Ohlendorf at 712.560.8728 with any questions you may have.

Scan the code to start your application today online!





**WE'RE *HERE* TO
SERVE YOU**

BECOME A MEMBER TODAY



MEMBERSHIP BENEFITS:

- ✓ ***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.

AgState
PO Box 60
960 Riverview Drive
Cherokee, IA 51012

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