

It certainly has been an interesting fall harvest season! As of this publishing, we are still working on bringing in the harvest, especially at our northern locations. With the weather staying warm, some of the crops have had a tough time drying down. I have heard from several producers that this fall harvest has seemed to go on forever. I would mimic that statement for the employees at the coop as well as they have all put in a lot of hours working to get the harvest in. I am happy to say that CoMark has done a great job of keeping our locations liquid throughout the fall harvest. With just one hiccup along the way of one location filling up on a Sunday afternoon, the rest of the season has worked out very well.

The grain markets have been pretty depressing outside of soybeans. Luckily, soybeans have been helped by strong export demands and continuing good domestic crush numbers. There isn't a lot of good news on the horizon for corn, milo and wheat though. With the wheat market being so weak, CoMark is probably going to sit on the wheat in the bunkers until summer or fall of next year to take advantage of some better markets. In my travels back to my old home, there is no shortage of wheat on the ground as other coops have had to make the decision to pile wheat in order to make space for fall crops. The wheat situation going forward will definitely be interesting to watch as farmers are making decisions whether to plant wheat for next year or not given the low wheat price.

We are excited here at Valley Coop to open up a new chapter on our agronomy department. Further on in this newsletter, you will be able to read about our new agronomist that we will be bringing on. Our intention is to provide this service free of charge to our members that use our custom application and purchase their chemicals and fertilizers through Valley Coop. The board has been instrumental in identifying this need for the area and we hope that this service is well utilized by our growers.

I do want to wish all of the coop members and employees a Happy Thanksgiving and a Merry Christmas. I have felt truly blessed by this job that I took over in May and know that my family will love this area as well.

Cooperatively Yours,

James L. Jirak
General Manager

Holiday Closings:

Christmas

December 26, 2016 Closed

New Year's.

January 2, 2017 Closed





OFFICE CHATTER

Domestic Production Activities Deduction (DPAD) letters were mailed out to stockholders in November - the envelopes were stamped "Important Information – Open Immediately." The DPAD **credit** is based on your March 31, 2016 Patronage business with Valley Co-op, Inc. This amount will also be printed on your Substitute 1099 that will be mailed out in January 2017.

Substitute 1099's will be mailed out no later than January 31, 2017 and will be stamped "Important Tax Return Documentation Enclosed." It will include Patronage and/or Investment Interest, along with the Production Activities Deduction (DPAD). Please consult with your tax advisor for further information on the DPAD and how it applies to your farming operation. Investment Interest amounts under \$10.00 will NOT be reported by Valley Co-op, Inc. **There will also be an amount listed on the Substitute 1099 designated as "Per Unit Retain." This is your grain sales for 2016. We will include documentation that lists your grain sales with a note explaining the Per Unit Retain reporting instructions.

****Deferred Grain Contracts paid JANUARY 2, 2016 WILL NOT be listed as "Per Unit Retain." Rebecca will send out tax reporting documentation for this information no later than January 31, 2017. The envelope will be stamped "Important Tax Return Documentation Enclosed." CoMark Grain Marketing (CGM) will mail Deferred Grain Interest Substitute 1099's on amounts \$600 and over.**

Please verify your social security number when you receive the 1099's and contact me at the Main Office –620-221-4343 or 1-800-221-4346 if there are corrections to be made! For those patrons that received an Equity Retirement payment in October --- this payment will NOT be reported on a 1099 as a 1099 PAT was issued to each patron in the year that the equity was earned.

Rebecca and I wish you a safe and Happy Holiday season!

HAVE YOU HEARD THIS ONE?



Q: Why does a chicken coop have 2 doors?

A: If it had 4 doors it would be a chicken sedan.

FIVE WAYS AUTOMATED FUEL DELIVERY (AFD) FROM VALLEY COOP WOULD BENEFIT YOUR FARM

Are you tired of checking your bulk fuel tank gauge and worrying about running out of fuel? Relax. Let the Cenex® Automated Fuel Delivery system do the work for you. Here are five ways your farm or ranch would benefit from automated fuel delivery.

1. **Increased productivity.** With automated fuel delivery, you'll spend less time worrying, checking tanks and waiting for deliveries. When your fuel drops below a predetermined level, the electronic monitoring system in your bulk fuel tank sends a signal to your fuel distribution center. An order to refill your tank is automatically created.
2. **Reduced price volatility.** With the average monthly pricing option, the price you pay for fuel is equal to the 30-day average price of fuel for the billing cycle in which you actually use the fuel. You don't need to worry about where the market will go next or have to wait for the price to drop. Plus, you always have the option to own the fuel in your tank at any time if you like the current market price range. We also offer pricing billed on delivery and fixed-price contracts, if that pricing style suits your needs.
3. **More flexible cash flow.** Each month, the monitor estimates the amount of product you have used and you are billed for that amount, even though your tank is kept at a seasonal level. Because your funds aren't tied up in the fuel in your tank, you have more flexibility with your money.
4. **Peace of mind.** You can be confident in the quality of product delivered. Commercial businesses, farms and ranches and private homes can receive a variety of fuels, including Cenex® Ruby Fieldmaster®, Cenex® Roadmaster XL®, Cenex® gasolines (unleaded), #1 and #2 Seasonal Diesel Fuels and home heating fuels.
5. **Accessible from anywhere.** Once enrolled in the program, you can check your tank levels and monitor fuel use and deliveries online through a secure portal or receive an email when specific tank levels are passed.

To learn more about this method of receiving fuel on your farm or worksite or to discuss details of your specific situation, contact **Abbey Sivils, Certified Energy Specialist** at 316.680.8549 today.

News From the South

I was beginning to wonder if the fall weather was ever going to arrive. With a 30 degree temperature drop from yesterday and a 20 mph wind this morning I suppose we can rest assured that fall is now upon us. Our fall harvest is all but finished up at this point with the exception of just a couple hundred acres of double crop milo yet to receive. We had an outstanding bean crop this year that almost doubled previous records! The bountiful moisture and ideal growing conditions made for some exceptional yields this season ranging from 40-70 bushels/acre and the double crop beans were not far behind in terms of yield and quality which is fairly unusual for this part of the country. With the large amount of total bushels we handled this year bin space got pretty tight at times but we managed to keep the doors open the whole time without any down time due to space constraints. A big thanks to our marketing group for keeping the logistics in order and trucks rolling out so we were able to handle this record crop.

On another note, now is a good time to be discussing crop rotations and burndown/pre-emerge programs to get ahead of the pigweeds and other problem weeds that have been challenging the last couple of years. Please give us a call or stop by to speak with us about different chemical options that are available. I hope everyone enjoys the upcoming holidays and travels safely as we spend time with our families and loved ones. As always, thanks for the continued support of your cooperative. Happy Holidays!

Hackney Crew: Todd L., Stacie, Todd P., David, Frank, Nate, and Adam



2017 CROP INPUT FINANCE PROGRAM THRU CFA

GENERAL CROP INPUTS: 5.75%* until 12/15/2017 on General Crop Inputs Purchased from Valley Coop, Inc.

* As of November 22, 2016, Variable Interest Rates are based on the CFA Advantage Rate. CFA Interest Rate Indices are published at www.cfafs.com/financials.

- • **Finance Program:** Subject to CFA Input Advantage Loan approval and \$125 closing fee advanced on the loan.
- • **Application Services:** Application of product qualifies for product finance terms.
- • **Sign Up Deadline:** Fall Planted Crop Acres - 3/1/2017
Spring Planted Crop Acres - 4/30/2017
- • **Maturity:** Loan matures 12/15/2017

Contact James or Rebecca at the main office for more details. 620-221-4343



Harvest is winding down. It is a good thing because we are about full. We are shipping out grain so that we still have room available.

We encourage our producers to think about a fall herbicide program. So many of the weeds are becoming resistant to our normal applications. We are recommending a different approach to controlling the weeds in the fall instead of waiting for planting time. Call or stop by to discuss the options.

The Atlanta Branch has become the place to contact for bulk oil purchases. For those of you who are on the bulk oil program please contact us for your oil needs. There is a delivery every month on about the third week of the month. If you need a delivery please contact us the second week of the month. We will try to call all of you but it is helpful if you can let us know. Our phone number is 620-394-2290 or 1-800-826-8875. We recently sent out a form for an oil special that is available Nov. 1, 2016 to Feb 28, 2017. It is a good opportunity for a \$50.00 gift card.

The temperature is getting cooler & harvest is almost over. We pause to give thanks for the blessings we have each day. We wish you all a great Thanksgiving with your family & friends and a joyous Holiday Season.

Atlanta Branch: Darren, Jimmy, Andy, Paul, Terri, Katherine, Justin, Ric & Lyle

Merry Christmas



News from Burden and New Salem

Well, we can almost put another harvest under our belt. The weather has been great for harvest this year. I have been loving the warmer temperatures, but we could use some rain for the wheat that has been planted. I have been hearing some really good yields on the corn and soybeans, which is why we have been really busy trying to keep up on not filling up.

On another note we added a 12 ton cube bin here at Burden so hopefully we can stay ahead of the big holiday runs. It will also allow us to rotate our bins and help us stay ahead of the fines.

We have also done a little face lift here at the Office. We repainted all the railing, catwalk, and the cement blocks around the office. Come in and see us. It's that time of year again, so the coffee is always on.

Thank you for your patronage.

Hope everybody has a safe and Happy Holidays.

Nick, Isaac, Randy



Cranberry Cheesecake Fluff

Recipe Submitted by Katherine Grow & Terri Murray

12 oz. package fresh cranberries
1 $\frac{1}{2}$ cup sugar divided
8 oz. can crushed pineapple, drained
 $\frac{1}{2}$ cup walnuts

2 cups mini marshmallows
8 oz. cream cheese softened
2 cups heavy whipping cream

In a food processor or blender, combine cranberries, 1 cup sugar, crushed pineapple, and walnuts. Pulse until coarsely chopped without becoming mushy. Cover and refrigerate for an hour to let flavors blend.

In a medium bowl add the cream cheese and $\frac{1}{2}$ cup sugar and beat until smooth. Add the heavy whipping cream and continue to beat with the cream cheese until stiff peaks form. Fold the cranberries and marshmallows into the salad. Cover and refrigerate for at least 3-4 hours or overnight.

NEW!

Agronomy Manager Hired

Valley Coop is pleased to announce the hiring of a new Agronomy Manager, David Abel. David has a Masters of Agronomy degree from Kansas State University. David will be joining Valley Coop in mid-December and is excited for the opportunity to work with producers to maximize crop results. This is a new position for Valley Coop and the board of directors saw it as a real need for the area and the position will be of great value to the producer. Although many details are being ironed out, basic agronomic consulting services will be at no cost to the producer as long as custom application, fertilizer and chemical are purchased through the coop. David will be moving to the Winfield area with his new wife and is excited to be coming to Winfield as he has roots here with his grandfather farming in the area for many years. I hope that you will reach out to David as he will be learning the customer base and is eager to find out what the members needs are.

You're Invited!

What: Producer Meeting
When: December 15, 2016 from 8AM-10AM
Where: Valley Coop Main Office—811 Mill St. Winfield, Ks



Hearty breakfast provided! Topics will include:
Minimizing fuel related input costs
Maximizing profit and efficiency
Fuel/oil programs
Protection from unexpected equipment expenses

Please RSVP to Comark Energy at 316-542-991 ext. 1113 or Valley Coop Main Office at 620-221-4343 to reserve your seat by December 9th.