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## NEWS RELEASE

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### **United Cooperative reports on 2016 results at annual meeting**

BEAVER DAM, WIS. – April 11, 2017, Beaver Dam – On April 10, 2017, two hundred members and guests attended United Cooperative's 81st annual meeting at the Watermark Community Center, Beaver Dam, Wis.

At the meeting, David Cramer, United Cooperative president and chief executive officer, reported revenues for 2016 were \$633 million. United Cooperative's core cooperative businesses of feed, grain, agronomy and energy generated \$25 million in profits, down \$2 million from 2015. The investment United Cooperative made in ethanol contributed \$14 million to its net income in 2016, up from the \$11 million this investment returned the year before. Patronage from regional cooperatives was down one million from 2016, at \$6 million dollars. All combined, United Cooperative had a total net income before income taxes in 2016 of \$45.5 million dollars, virtually unchanged from 2015.

With those profitable numbers, United Cooperative is returning \$28.7 million in total patronage to members. Forty percent of this patronage, or \$11.5 million, will be distributed in cash to United Cooperative's patron member owners in April, while 60%, or \$17.2 million, will be retained in equity credits. In addition, the cooperative plans to continue to revolve stock in October, retire stock at age 77 and pay all estates as requested.

"United Cooperative invested millions in cooperative building projects in 2016 to benefit member access and profitability," Cramer said. Construction was completed on two feed manufacturing facilities at Wilton and Shawano; on a complete grain receiving and drying system at Westfield; a 1.2-million-bushel storage bin at Rock Springs; a 4,650-ton dry fertilizer plant and a new liquid facility at Auroraville; a 24-hour fuel pumping station at Hillsboro; and a maintenance shop at Hillsboro.

Nominating Committee Chair, Jonathan Wytenbach, Sauk City, reviewed election results. This year, United Cooperative had three incumbent directors seeking re-election from each of the three district areas (northern, central and southern). Rod Leiterman, Denmark, Northern District, Peter Mlsna, Hillsboro, Central District, and Gary Nolden, Prairie du Sac, Southern District, were elected to three-year terms. Board Secretary Robin Craker reported to membership that the board passed a resolution to increase board representation from nine to 10 members as a result of the approved merger with Greenville Cooperative, effective April 1. Larry Plamann,

Greenville, has been appointed by the former Greenville Cooperative board of directors to fill the seat for a three-year term on the United Cooperative board. Representation on the United Cooperative board of directors will return to nine members in 2020.

Twenty-six employees were recognized by Cramer for their years of outstanding service with United Cooperative. They represented 10, 15, 20, 25, 30, 35, 40 and 45 years of service. In addition, three retirees were honored for their dedication to United Cooperative.

Formed in 1936, United Cooperative is a full-service cooperative offering feed, grain, agronomy, and energy products and services to Wisconsin farmers and consumers. United Cooperative has locations in Auroraville, Baraboo, Beaver Dam, Deerfield, Denmark, Greenville, Gresham, Hartford, Hillsboro, Horicon, Hustisford, Johnson Creek, Mayville, Ontario, Pickett, Poynette, Prairie du Sac, Pulaski, Reedsburg, Ripon, Rock Springs, Sauk City, Shawano, South Beaver Dam, Wilton, Wonewoc and Wyocena. For more information, visit [www.unitedcooperative.com](http://www.unitedcooperative.com).

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**Photo:**



**2017 United Cooperative Board of Directors**

Front row, left to right: **Rod Leiterman**, Denmark; **Howard Bohl**, Beaver Dam, chairman; **Gary Nolden**, Prairie du Sac, vice chairman; **Robin Craker**, Reedsburg, secretary. Back Row, left to right: **Greg Tauchen**, Bonduel; **Anthony Schadt**, Watertown; **Brad Krueger**, Shawano; **Peter Mlsna**, Hillsboro; **Duane Hinchley**, Cambridge; **David Cramer**, Beaver Dam; treasurer. Not pictured, **Larry Plamann**, Greenville.

### **United Cooperative Years of Service employee awards**

#### **45 years**

**Ralph Endres**, United Cooperative, Sauk City feed

#### **40 years**

**Ralph Held**, United Cooperative, Hartford refined fuels

#### **35 years**

**Glen Hudson**, United Cooperative, Shawano feed

#### **30 years**

**Kevin Gunderson**, United Cooperative, Pulaski feed

#### **25 years**

**David Brey**, United Cooperative, Denmark feed

**Mary Gauthier**, United Cooperative, Denmark convenience store

**Tim Hupf**, United Cooperative, Beaver Dam feed

**Steven Zander**, United Cooperative, Deerfield agronomy

#### **20 years**

**Earl Braker**, United Cooperative, Beaver Dam propane

**Debra Nachtigal**, United Cooperative, Reedsburg energy

**Justin Storlie**, United Cooperative, Deerfield agronomy

**Keith Zick**, United Cooperative, Prairie du Sac agronomy

#### **15 years**

**Kenneth Nelson**, United Cooperative Beaver Dam trucking

**Deborah Odenwald**, United Cooperative, Hartford Ponderosa

**Michael Pericak**, United Cooperative, Shawano office

**John Scheuers**, United Cooperative, Beaver Dam office

**Mark Yanke**, United Cooperative, Shawano feed

#### **10 years**

**Damian Girten**, United Cooperative, Beaver Dam office

**Cheryl Jasper**, United Cooperative, Baraboo convenience store

**Mark Nordlie**, United Cooperative, Deerfield agronomy

**Eric Onan**, United Cooperative Shawano feed

**Mary Beth Schade**, United Cooperative, Beaver Dam office

**Jody Schultz**, United Cooperative, Johnson Creek grain

**Chris Unbehaun**, United Cooperative, Reedsburg propane

**Gary Weden**, United Cooperative, South Beaver Dam shop

**Stacy Workowski**, United Cooperative, Ripon Grain

### **United Cooperative retirees recognized**

**James Markiewicz**, United Cooperative, Coleman agronomy

**Brian O'Rourke**, United Cooperative, Hartford feed

**Delmar Schmitz**, United Cooperative, Hillsboro energy

**Doug Schussman**, United Cooperative, Pickett propane