

By the Community, For the Community



By David Cramer,
President and Chief
Executive Officer

Every October the cooperative form of business is celebrated by cooperatives around the world. In 2019, the theme "By the Community, For the Community" is evident in several ways here at United Cooperative. It's the foresight of your cooperative's board of directors, management, and employees who recognize member-owners' changing needs and industry trends and respond with strategically positioned assets that support owners. This visionary leadership is what has made United Cooperative a valued business partner that consistently returns profits to its owners for more than 80 years.

This month, I am proud to announce on behalf of United Cooperative an equity revolvment of more than \$6.4 million of stock (all of year 2009 cooperative members stock), as well as the percentage of stock committed to be revolved per plan of merger agreements. In addition, United Cooperative paid over \$750,000 in member requests for those older than 77 and estate settlements. All totaled, United Cooperative will have paid its members over \$7.1 in cash for stock revolvment in 2019.

This equity revolvment is an ongoing commitment that United Cooperative makes to its members and is one unique deliverable of a member-owned cooperative. As you, your friends, and your neighbors purchase products and services from United Cooperative, your cooperative generates a profit. Profit is needed to re-invest in your cooperative as well as continue these types of equity revolvments.

Update on 2019 construction projects

This year United Cooperative has continued with planned building projects that added value to the core business units; agronomy, feed, energy, and grain. These upgrades are made possible in your communities by your cooperative anticipating the future needs of its

members-owners. These building projects provide jobs during construction and keep jobs in the area long after construction is complete. Below is a list of some of the major projects that are complete or being completed:

Belmont

- 1.2 million bushel grain bin and receiving pit

Westfield

- Upgraded grain handling capabilities
- Overhead load out bin capacity
- Upgrade on agronomy facility

Boscobel

- upgraded grain handling capabilities

Greenville

- retail hardware store and convenience store with fueling islands (12,000 sq. ft.)

Pickett

- agronomy warehouse (12,000 sq. ft.)

Darlington

- dry fertilizer plant (6,000 tons) and blend tower

South Beaver Dam

- dry fertilizer plant (7,500 tons)

Thank you for your continued partnership with United Cooperative. We strive to uphold our brand promise of building on all available resources to create positive customer experiences while growing profits for members and the cooperative. We want our members to "Rely On Us" for high quality employees, reliable products and exceptional service, all backed by up-to-date and efficient equipment and facilities that are strategically positioned for our members' future needs. Have a safe and productive harvest.

Cooperatively yours,



David Cramer
President and Chief Executive Officer



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Credit Reminders



By Mary Beth
Schade,
Vice President
Credit & Administrative
Services

Online Account Access – 24/7 – Pay Online

With online account access, you can take advantage of discounts by using your checking or savings account to pay your bill. You can also reprint an invoice or statement, view grain sales and settlements, review annual purchases and much more. If you have any questions on accessing your account, please call 800-924-2991 and we will be happy to walk you through the process.

COD (cash on delivery) Customers

If you struggle with cash flow, we have financing available for your crop input needs. An input loan offers deferred payments until harvest at a favorable interest rate. Allowing you to use your cash flow to pay your feed bills while taking advantage of the discounts offered.

Agronomy Input Financing – Help Your Cash Flow

United Cooperative, through a partnership with The Cooperative Finance Association, Inc., offers input financing. Complete the online application that can be found at www.unitedcooperative.com and click on Solve Your Financial Puzzle. E-mail your completed application to marybethschade@unitedcooperative.com or fax 920-887-1993. If you have any questions, contact your agronomist or Mary Beth Schade at 800-924-2991 or marybethschade@unitedcooperative.com.

Financing can be used for:

- Seed
- Fertilizer
- Fuel
- Chemicals
- Agronomy Services
- Lubricants
- Dryer Propane

Taking steps today to secure your financing, whether with United Cooperative or with your financial institution, will enable you to control costs and save money, as rates are very favorable with the CFA program.

WE ALL KNOW LIFE CAN BE HECTIC.

SIGN UP TO VIEW YOUR ACCOUNT 24/7.



Nominations for board seats open

One unique principle of all cooperatives is voluntary and open membership. To represent that membership, cooperatives also have a principle of democratic member control. Members elect a director to represent them on the cooperative board. Nominations are now open for three board of director seats on the United Cooperative board. Current board seats open for election are Northern District, held by Brad Krueger; Central District, held by Howard Bohl; and Southern District, held by Duane Hinchley. Interested candidates should send a completed resume to the cooperative office at Beaver Dam by Thursday, Jan. 31, 2020, prior to the nominating committee meeting held early in 2020.

Preparing for Harvest



By Alan Jentz,
Vice President
Grain

It is now October and harvest will be here soon. We all know this year has brought many challenges and it looks like we will continue to work through these going forward. The ongoing trade war has been especially devastating to the U.S. ag world and as a result, we have a large inventory of soybeans from last year that would have normally made its way into the export channel. We do not anticipate this interfering with our ability to handle this year's crop. The government data shows that we can expect around 15% less corn and 20% less beans harvested in the state this year, but this will vary widely across the state. United Cooperative's member-owners are fortunate that we have a large trade territory in the state of Wisconsin that enables us to continue to serve our member-owner's needs.

2019 United Cooperative Harvest Policies

United Cooperative is making changes to our storage fee structure this year to stay competitive in the market. We will no longer have a minimum storage fee for commodities. Each load will have a 7-day grace period and then will be assessed a daily rate that is approximately 5¢ a month for all commodities in both storage and/or grain bank.

Grain delivered will be applied to contracts first. Grain balances above contract amounts have the following choices for application:

- **Spot or cash:** The bushels designated will be sold at market close or at a price set during the CBOT-day session. Contact a buyer if you wish to have your grain spotted upon delivery.
- **7-day hold:** Allows the customer to hold the grain for 7 days without incurring storage fees. Storage fees will begin after 7 days. Grain that is not contracted or sold during this period will be placed in storage.
- **Storage:** Grain designated for storage will be assessed the applicable storage fees.
- **Grain bank:** Grain applied to grain bank is used for feed purposes with applicable fees.

All stored corn must be 14% moisture or less, otherwise it will be dried to 14%. The drying and shrink schedules are available at the receiving locations.

- Dry to 15% if forward contracted or sold within 7 days of delivery.
- Dry to 14% for Price Later, Grain Bank and Storage with additional drying charges and 1.4% shrink.

There is a 7-day grace period per load before the producer has to decide if they want to sell or store.

United Cooperative offers several options for marketing grain. Outlined below are the contracts offered and the fees and procedures pertaining to each contract.

- **Forward cash contract:** Bushels are priced for future delivery. No fees are charged for this contract.
- **Basis contract:** Bushels are sold with only the basis established. The futures price is set at a later date.

The contract may be rolled once within the same crop year. The fee for the roll is 3¢ per bushel.

- **Hedged to arrive:** The futures price is established on the contract. The basis is established at or prior to delivery. The futures may be rolled to futures month within the same crop year only.
 - The fee to establish the contract is 5¢ per bushel.
 - The fee to roll to a different futures month is 3¢ per bushel.
- **Minimum price contract:** A cash-forward contract is priced and a call option is purchased to allow the customer to participate in futures price increases prior to the option expiring. The fees include the cost of the option.
- **Stewart Peterson Managed Contracts:** Bushels are professionally managed by Stewart-Peterson, with the futures price to be determined over various time periods (stored crop, 1 year new crop, and 2 year new crop). The basis is set by the producer at any time prior to, or automatically at delivery.

When you enter United Cooperative facilities, please have your tarps opened before proceeding to the scale or probe. Additionally, please inform your drivers as to which account the load should be applied and for which application method. Before you leave United Cooperative, please review the ticket and if something is not correct, bring it to our attention immediately.

Help in tracking your business transactions with United Cooperative is available through eAgvantage, which can be found on our web site. This can be accessed at the customer login in the upper right hand corner of our home page; First-time users are instructed how to submit for access to the site. The site allows you to view account activity for your operation including grain, agronomy, feed, and energy transactions. Text message bids are available from United Cooperative, if you haven't signed up to receive our bids, talk to your United Cooperative location or call with your questions regarding these useful tools.

United Cooperative continues to accept varieties of corn and soybeans that are approved for all export channels. If you have a variety that's not approved, please contact us, so we may assist you in directing those bushels to the proper channel.

Remember, safety first!

United Cooperative is always reviewing and adding to our facilities to ensure that our employees and customers are safe. Our employees go through extensive training to ensure facilities are operated safely, so everyone gets home safely each day.

Thank you for your business. We wish you a safe and prosperous harvest season.

Weed Control – Unleash Yield Potential.



By Jim Kemink,
Vice President
Agronomy & Sales

United Cooperative is excited to introduce Enlist E3 soybeans for the 2020 growing season. Enlist E3™ soybeans offer the most advanced trait technology available in soybeans, providing a new standard for weed control and yield performance.

The advanced Enlist E3 trait is a molecular stack that will provide robust tolerance to Enlist herbicide — which includes new 2,4-D choline — that can be mixed with Roundup or Liberty herbicides. This means growers can meet ever-increasing weed challenges and maximize per-acre profits.

Using Enlist we can now control tough weeds like Waterhemp without the need to leave borders in the field unless spraying next to crops such as grapes, pumpkins, cucumbers or other fruiting vegetable plants.

This technology gives you and us a simple, effective and safe way to tackle today's tough weed problems.

As usual, using multiple herbicide modes of action in a program approach helps control weeds in the current growing season while limiting the ability for herbicide-resistant weeds to develop. Enlist E3 soybeans give farmers the flexibility to employ multiple herbicide modes of action.

United Cooperative will have ample supply of high yielding, disease resistant varieties of Enlist E3 soybeans for the new crop year. Contact your agronomy trusted advisor for more information.



Tank mix of glyphosate and traditional 2,4-D



Enlist Duo herbicide with Colex-D technology



Smart Technology

United Cooperative is proud to introduce SMART Technology to our member-owners for the 2019-2020 crop year. Smart Technology stands for Soil Management and Rate Technology. This new platform will help you meet your needs in Soil Management Solutions. In this new program United Cooperatives trusted advisors, we be able to utilize Field Analytics, Climate Fieldview and R7 tools to better position your crops for profitability.

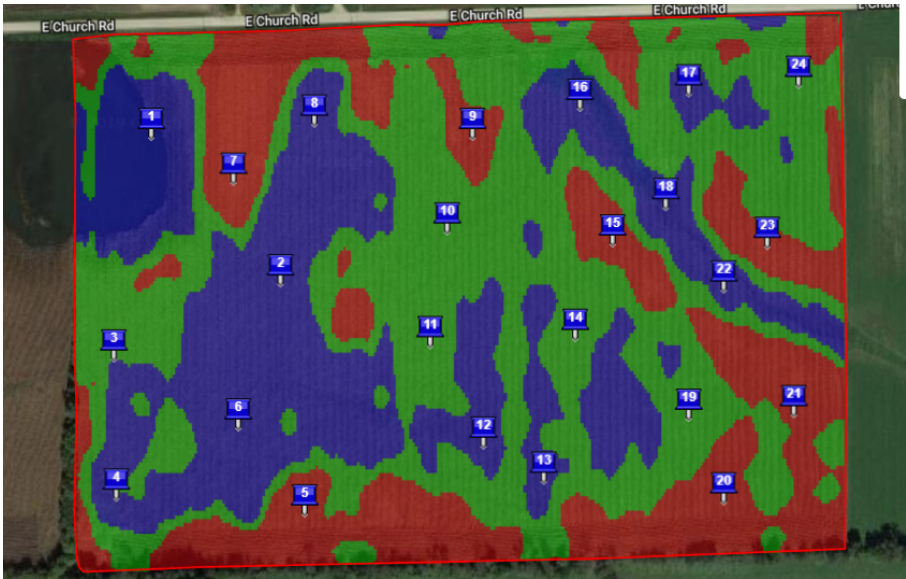
SMART Technology will take your farm from simple grid sampling techniques to a more diverse crop plan that delivers results as shown below. This is accomplished by creating yield zones in your field. Those zones will be managed to create the highest yield potential while using the best input factors possible. In return this will provide Geo-Spatial Decision-making processes, which will help implement SMART VRS for variable rate seeding and and SMART VRT fertilizer prescriptions. Smart Technology will also provide the AgSolver Platform allowing you to map profitability by acre which will give you a report card on your Return on Investment.

Check with one of agronomy team members to see if Smart Technology is right for your farming practices.

Traditional Grid Sampling



Smart Sampling



United Cooperative Phone Directory

Corporate Office	920-887-1756
Auroraville Grain South	920-361-3361
Auroraville Grain/Agronomy North	920-361-4854
Baraboo Ash St. Cenex C-Store*	608-356-2703
Baraboo Hwy. 12 & 33 Pump 24*	608-356-2703
Beaver Dam Cenex C-Store*	920-887-1756
Beaver Dam Feed	920-885-5522
Belmont Grain	608-762-5976
Boscobel Grain	608-375-2800
Coleman Agronomy	920-897-4010
Darlington Agronomy	608-776-3860
Deerfield Agronomy and Energy	608-764-5454
Denmark Feed/Grain/Agron/Energy/C-Store	920-863-2171
Greenville Feed/Grain/Agron/Energy/Hardware	920-757-6556
Greenville C-Store	920-757-5792
Gresham Grain	715-526-6115
Hartford Feed/Grain/Agron/Energy/C-store	262-673-8960
Hillsboro Agronomy	608-489-3444
Hillsboro Office/Energy/Feed/Farm Sply	608-489-2231
Hillsboro Grain	608-489-4120
Horicon Grain	920-485-9707
Hustisford Cenex C-Store*	920-349-3989
Johnson Creek Agronomy	920-699-4990
Johnson Creek Grain	920-699-2771
Kendall Cenex C-Store	608-463-7872
Mayville Agronomy and Energy	920-387-2410
Oconto Falls Grain	920-846-4775
Ontario Cenex C-Store	608-337-4525
Oshkosh Agronomy and Grain	920-233-2261
Pickett Agro/Energy/Cenex C-Store*	920-589-2311
Ponderosa, Beaver Dam	920-885-2755
Ponderosa, Hartford	262-673-2248
Poynette Cenex C-Store*	608-635-7002
Prairie du Sac Agronomy	608-643-2348
Pulaski Ace Hardware	920-822-6396
Pulaski Agronomy	920-822-3341
Pulaski Energy and Office	920-822-3235
Pulaski Feed and Grain	920-822-3252
Reedsburg Agronomy and Energy	608-524-2822
Reedsburg Cenex C-Store*	608-524-6115
Ripon Grain North	920-748-7488
Ripon Grain South	920-748-7999
Rock Springs Grain	608-524-5246
Sauk City Feed and Grain	608-643-3345
Shawano Energy and Office	715-526-3197
Shawano Feed	715-526-6115
Shawano Agronomy and Grain	715-524-8812
South Beaver Dam Grain/Agron	920-887-7671
Watertown Energy	920-262-6770
Westfield Agronomy and Grain	608-296-3237
Wilton Feed/Agron/Energy/Farm Sply	608-435-6421
Wilton Cenex C-Store	608-435-6977
Wonewoc Cenex C-Store	608-464-7191
Wyocena Cenex C-Store*	608-429-9262

* sells E85, E30, and E15
Note: "C-store" is short for convenience store.

Planning for the 2019 Corn Silage Crop



By Dan Jensema,
Feed Sales and
Marketing Manager

The 2019 cropping year has been interesting, frustrating, and sometimes even depressing. There was a wide range of planting dates this spring, with some growers able to plant on time while others did not get corn planted until July! As a result, harvest dates will be protracted. We expect the corn silage crop to range from excellent in parts of southwest Wisconsin to poor and immature along the lakeshore and to the north.

Where the silage crop is behind and harvested immature, we anticipate lower starch and protein levels and higher NDF and NDFd. Immature corn silage can still be decent feed with the greatest impact being lower yields. The way you feed this silage will be crucial to making milk with it.

If you are dealing with an immature silage corn crop, make sure to follow some of the same rules of harvest as for "normal" silage such as taking samples and monitoring moisture levels. The ideal moisture for harvest is 65-70%. This could potentially be difficult to achieve, as it may take a hard freeze on late stage silage to dry it down adequately, parts of the plant will be too dry and others too wet.

Another challenge with this year's crop will be the presence of disease organisms. Due to wet weather, mold, fungus, and yeast are attacking the crop creating a difficult environment for fermentation to occur and causing potential toxins to infect the forage at feed out. Use of a *L. Buchneri* inoculant when harvesting is a good measure for reducing growth of these "bad bugs" while improving fermentation allowing better stability at feed out. United Cooperative has a wide range of appropriate inoculants and acids to help producers deal with this issue. It is also important to run spot checks

to determine if your forages have levels of yeast, mold, or toxins that can cause animal health and production issues. Even when harvested properly and treated the crop may have developed hidden issues that need to be addressed at feeding. Stabilizer's and binders are available should you identify issues with the forage post-harvest.

Feed inventories may be short in some areas of the state and it is recommended to do regular inventory checks of all forages available. By monitoring your inventories and reviewing usage rates, you can plan your feeding program to avoid sudden changes or extra expenses on forages from outside sources. Working with your United Cooperative Feed Specialist to develop an inventory tracking plan and feed use monitoring system, will help in making any necessary adjustments to make it through the winter and to next year's crop.

If you are short on forage inventory, consider the use of forage extenders such as malt sprouts, gluten feed, beet pulp and soy hulls to stretch the forage you have. It is best to start early and use small amounts per head over a long period of time to reduce impact on cash flow and allow for a more consistent diet.

No matter what your situation, let a United Cooperative Feed Specialist help you work out a plan for your feed needs. Our staff is well trained and ready to help. You can always rely on us!



Keeping Engines Protected with Better Diesel Fuel



By Bill Herbst,
Vice President
Energy

It's time once again to take steps to protect your diesel-powered equipment from harsh winter weather. United Cooperative offers Cenex® Winterized Premium Diesel Fuels that are exactly what you need – from moderate temperatures to extreme winter cold and everything in between.

The full line up of winterized premium diesel fuels at United Cooperative includes Cenex Roadmaster XL®, Ruby Fieldmaster® Seasonally Enhanced Premium Diesel Fuels, and #1 Diesel Fuel with Cenex Premium Diesel Fuel Additive. Roadmaster XL and Ruby Fieldmaster are formulated for moderate climates and provide outstanding shoulder season flexibility. These seasonally enhanced fuels deliver a cold filter plugging point (CFPP) of -25° F. The #1 Diesel Fuel with Cenex Premium Diesel Fuel Additive is used to blend down your diesel fuel tanks during transition from summer to fall/winter, helping ensure additives remain at proper levels. It's ideal for blending down bulk tanks, retail fueling site tanks and customer storage tanks.

A major reason for winter fuel problems is that tanks are not properly blended down. When blending down a tank, it's imperative that you know how much fuel is left in the tank and calculate the treat rate accordingly. For example, If you have 700 gallons of #2 diesel remaining in the tank, and need to create a 50-50 blend of #1 and #2, ordering 700 gallons of a 50-50 blend (a common mistake) would create flow problems – because it would result in a blend of 1,050 gallons (71 percent) of #2 and 350 gallons (29 percent) of #1.

When blending fuels, biofuels and additives, the components must all be at least 10 degrees above their cloud point – otherwise the additives will not blend in and therefore may clog filters.

The winterized premium diesel fuels offer many benefits such as de-icers and demulsifiers to reduce moisture related problems, improved fuel economy by as much as 5%, and superior lubricity for longer injector and pump life and reduced maintenance costs.

Our winterized diesel fuels are also enhanced with a special additive designed for new diesel engines. This advanced additive helps prevent common problems associated with using standard diesel, including injector failure, clogged filters, reduced efficiency, power loss, poor starting, costly repairs and even engine failures.

You'll also be happy to know that if your agricultural equipment is enrolled in the Cenex® Total Protection Plan™ warranty program, you can use Cenex Winterized Premium Diesel Fuels — giving you great winter performance along with your great warranty protection.

Whether you work in the field or travel the open road, don't be left out in the cold. For more information about the full line of Cenex Winterized Premium Diesel Fuel at United Cooperative, give us a call at 800-924-2991.

REWARD YOURSELF, BUY CENEX® LUBRICANTS



Get rewarded for your Cenex® lubricant purchases with Cenex® Gift Cards for Gallons. You can earn a \$50 VISA® gift card for every 125 gallons of Cenex® lubricants, hydraulic fluids, gear lubes and greases purchased between Nov. 1, 2019, and Feb. 28, 2020. To earn an extra \$50 gift certificate for every 125 gallons of Cenex® lubricants, hydraulic fluids, gear lubes and greases, make your purchase between Nov. 1, 2019, and Dec. 31, 2019.

Don't delay! Call United Cooperative's energy department for qualifying Cenex® products and promotion details, 920-887-1756. Some exclusions apply. And make sure to ask about the Cenex Total Protection Plan® warranty.

Co-ops: By the Community, For the Community



By Karl Beth,
Vice President & Chief
Operating Officer

October is Co-op month and this year's national theme is "Co-ops: By the Community, For the Community". This theme really emphasizes just how local your cooperative truly is. The corporate office may be in Beaver Dam, but United Cooperative is owned by thousands of members who live in communities throughout our trade area and are as local as your friends, relatives, and neighbors. When we make a profit, that profit is returned to our members annually, which in turn supports the communities that our members live and work in. While returning profits is always a key focus, it certainly is not the only way United Cooperative supports our communities. Below is a partial list of how we offer our support:

- Paid more than \$10 million in cash patronage to our members
- Paid nearly \$7 million in cash retiring equity to our members
- Paid in excess of \$40 million in salaries and wages to employees
- Paid almost \$4 million in health insurance benefits for our employees
- Paid just over \$2 million in property taxes

- Paid over \$200,000 in community giving as follows:
 - Scholarships – \$50,000 awarded
 - Food Pantries - \$45,000 awarded
 - Youth and Agriculture – nearly \$50,000 awarded
 - Rural Health & Safety – almost \$70,000 awarded
- Invested nearly \$125,000 in employee training

Since 1936, when a group of farmers came together to form what is now United Cooperative, we have continued to serve our members and invest in communities throughout our trade area. Thank you for your business and have a safe fall.

