

April 26, 2018



# VISION



## General Manager's Report

Kent Taylor



### 2018 Fiscal Year Results from Jeff Krejdl - CFO

At the board meeting on April 12<sup>th</sup>, the Board approved the audit for the fiscal year ending February 28, 2018. Ag Valley Coop had a great year considering the adversity that we faced both operationally and in the marketplace. We recorded \$317 million in sales and posted a local savings of \$2.2 million. We will be paying cash patronage this year to our producers totaling just over \$1.5 million. Total cash returned to the members will be over \$1.8 million. We spent over \$11.9 million during the year on capital assets. Thank you for your business with Ag Valley Coop.

Thank you Jeff! For a complete review of the past year, I invite you to attend the annual meetings on June 4<sup>th</sup> & 5<sup>th</sup>. For more information on the locations and times, watch for your invitation in the mail or in next months' newsletter



**Welcome to Kevin Farner** – On April 16<sup>th</sup>, Kevin Farner began his new role as head of the Grain Department for Ag Valley. Kevin currently serves as the location manager at our Big Springs location where he has been since 2014. Besides previous work experience in the grain industry, Kevin has also been involved with feed and agronomy sales and service. His earlier career included time in Colorado and Nebraska where he was employed with other co-ops and The Scoular Company. He is a graduate of Colorado State University in Fort Collins. Kevin, his wife, Carrie, and their two children will relocate to near the main

office in Edison from their current home in Sidney. Until then, he will continue to work out of Big Springs as we look for a new location manager. I am grateful to Kevin for his willingness to take on this new, challenging role within Ag Valley. After he gets settled in the main office, please stop to introduce yourself and join me in welcoming him. I am confident that Kevin's knowledge of our company and the grain industry within our trade area will prove invaluable to Ag Valley's current success and future growth.

*(I realize that we had announced another candidate for this position in last months' newsletter. That gentlemen had a critical family medical issue come to light right after he accepted; therefore, he had to make other plans.)*

**Nebraska LEAD Program** – I know that many of our patrons have been a part of this outstanding program; for those who have never heard of it, here is some information courtesy of their website: [www.lead.unl.edu](http://www.lead.unl.edu).

## General Manager's Report (cont.)

"The Nebraska LEAD Program is Nebraska's only comprehensive state-wide agricultural leadership development program. Participants are selected each year for a two-year fellowship. During the two-year period:



First-year: During the first-year, participants study local, state and national issues. The first year also includes a ten-day national study/travel seminar to three major U.S. cities. Meetings with representatives from government, industry and national organizations complement the year's seminar study and provide participants with practical first-hand exposure to the varied social, political and economic conditions that exist in this country.

Second-year: The second-year curriculum builds on the first-year topics with added global perspectives. Emphasis is placed on international trade, foreign policy, cross-cultural understanding and geopolitics. The capstone of the second-year's study is a 14-16-day international study/travel seminar to several selected countries in the world. Considering that many of the world's most critical problems tie directly with agriculture--population expansion, increasing food deficiencies, global trade dependencies, energy concerns--the international seminar provides immeasurable learning opportunities for heightened global understanding for more effective agricultural leadership and perspectives."

So, if you or someone you know is interested, please contact me. I was a member of LEAD Class 25, and I would love to visit with you about the opportunity and how Ag Valley can be part of the experience. Applications are due June 15<sup>th</sup>. For more information call the LEAD office at 402-472-6810.

**Let me close with some thoughts on the weather lately -** Hmm...I think I'll just shut up for now! Best wishes for a successful planting season and...Stay safe this spring...Take care, Kent

### Phone Numbers

Edison	Oxford Ampride	Arapahoe	Bartley	Big Springs	Cambridge
800-228-1352	308-824-3850	877-250-2049	308-692-3444	308-889-3323	866-339-4057
Curtis C-Store	North Platte	Holbrook	Indianola	Maywood Fert.	Maywood
800-416-5795	800-303-7636	308-493-5690	800-762-1589	888-418-4443	800-233-4551
Logan	Norton Fertilizer	Orleans	Oxford	Eustis	Wilsonville
308-636-2929	785-877-5900	308-473-4075	308-824-3431	308-486-3221	308-349-9001
	Norton Elevator	Norton Station	Clayton, KS		
	785-877-5131	785-877-5188	785-693-4522		