



Vision Newsletter

December 26, 2018

Notes from Kent Taylor – General Manager

It's my pleasure: To talk about Ag Valley

November through March represents a time with a lot of meetings and travel for my work with Ag Valley Cooperative. Attending functions with regional cooperatives, our bankers and other co-op leaders/farmers are on the schedule. It is a part of the job that I enjoy and let me share why. When I interact with folks from other areas, they always ask the same question, "How are things going?" It's the nature of a farmer to want to know more about how the crops turned out, what cattle prices are doing and so forth. When I respond, I tell them things are good and what we are up to in the company. Trade, tariffs and other issues come up, but I remind them that the Ag Valley area was blessed with some great crops this year. As always, we had some areas with bad hail and, yes, I haven't forgotten, harvest has been dragging along slowly this year. However, we are grateful for the yields of 2018 and we appreciate your patronage of the cooperative.

It's my pleasure: To wish Ken Moore the best



Ken Moore, who has been with the Safety Team here at Ag Valley since December of 2011, has announced his retirement as of January 2, 2019. To you our patrons, you may not have known Ken personally, but to those of us in the company, his impact will not soon be forgotten. Ken has served in the safety/compliance side of the co-op world for many years. Katherine interviewed Ken for the following comments:

I have been working with Ag Valley Co-op since 1993 or 1994, when I had them as a client for the safety consulting company I was working with at the time. When my family decided to move back to Nebraska, Jeff Kredjl was the first person I called to find a job. I have really enjoyed my time at Ag Valley Co-op, especially working with all of the employees through different functions and safety programs that we have implemented. We urge employees to slow down and think about their actions and the impacts that an injury could have on their families. This attitude can help prevent workplace accidents.

My wife, originally a city girl, has tolerated living in a small town for an extended amount of time and we will be moving to something a little bigger after I retire. We both look forward to traveling and spending as much time in the National Parks that we can.

Ken, from all of us at Ag Valley, we want to tell you how much we appreciate all you that have done. You personally helped us stay safe in our jobs so we could home to our loved ones. Thank you. We wish you and P.D. the best in retirement.

It's my pleasure: To tell you Orleans is done



Despite the many delays due to wet weather this spring/summer/fall, our contractors at M & N Millwright completed the third bin at Orleans in the month of November. Since harvest was slow, we were able to fill the third bin, thus not having to pile extra corn on the ground at that location. We now have a capacity of 1.6 million bushels in the three new bins

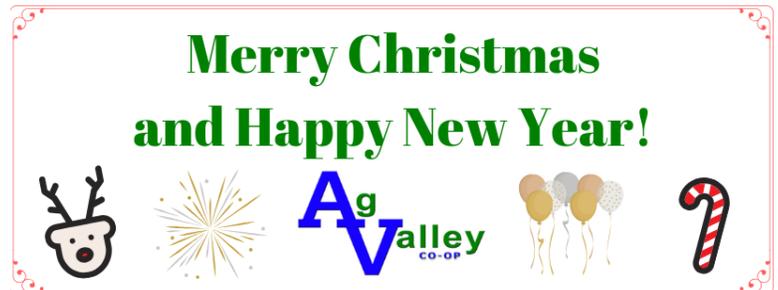
along with the previously existing ground ring which can hold 1.2 million bushels. We are glad to bring you these improvements to Ag Valley which will serve us for many years to come.

It's my pleasure: To wish you a Merry Christmas...oops too late

I know by the time this is published and mailed to you, Christmas will be over, but I trust you had a great holiday. Santa told me that all cookies eaten in the month of December are fat free, but I am not sure we should trust someone who makes a living breaking into people's homes!

To all of you on behalf of my family, we wish you a Happy New Year. Whatever 2019 may hold, please remember this reason we celebrate the season:

Matthew 1:25: "...she gave birth to a son. And he gave him the name Jesus."
-Have a great day -Stay Safe! God Bless,



Kent

Grain Department Updates – Fran Thooft, Grain Originator & Marketing

Ag Valley Co-op will be putting on grain marketing meetings on the 27th and 28th of February. We will have dates and times posted in the January newsletter. Jim Warren, a Grain Analyst with CHS Hedging Inc., will be the speaker.

Offer contracts are free, no obligation contracts where we, at Ag Valley, watch and make grain sales for a customer. The type, amount and price desired to sell grain are agreed upon by both parties when this contract is initiated. The delivery period and location are also key elements of this contract that are established up front. We then monitor the offer and make the sale for the producer when the market reaches the needed level to execute the order. We continue to see re-owning the crop via calls (Min Price Contract). Call options are very inexpensive right now due to lack of market volatility. If the producer is concerned about the South American crop or to get through the Jan/March USDA report, a May call works well. July calls are reasonable and would get you through spring planting and some of the growing season.

Thank you for giving Ag Valley the opportunity to help market your farm stored grain and for the chance to earn your business when looking ahead to the next marketing year. We have numerous marketing tools and trucks available to help market your commodities. Give us a call at 1-800-228-1352. Thank you for choosing Ag Valley Co-op as your farming partner.

Dry Spreading Program – Kirk Nielsen, Agronomy Division Manager

As we look forward to next year, putting dry fertilizer on in the winter can be an economical solution to liquid options. Several nutrients are historically better valued in a dry form when compared to liquid fertilizer alternatives. Spreading in the winter also gives nutrients a longer period of time to get into the soil profile where it will be readily available to your growing crops. Get in contact with your local Ag Valley agronomist to talk about the benefits of a winter dry program and our winter spreading discounts.

Katherine’s Chatter – Public Relations

Land O’Lakes Foundation: Co-op Match Program

Every year, the Land O’Lakes Foundation provides Ag Valley Co-op with \$40,000 to give to local organizations in our community that we sponsor throughout the year. These funds are used to “develop and strengthen organizations dedicated to hunger relief, education and community.” This year Ag Valley gave these funds to the local FFA chapters. Each chapter received two checks to spend on chapter needs (\$20,000 total) and hunger-based (\$20,000 total) projects. We are excited to see what each chapter does with the funds and wish them luck on their projects and contests this year. For pictures of the presentation, please visit www.agvalley.com.

NEBRASKA COOPERATIVE COUNCIL
EDUCATION FOUNDATION



2019/20 Academic Year

MICHAEL S. TURNER SCHOLARSHIP PROGRAM

UNIVERSITY OF NEBRASKA-LINCOLN COLLEGE OF AGRICULTURAL SCIENCES & NATURAL RESOURCES...Six \$2,500 scholarships—one to an incoming student and the balance to upperclass—majoring in agribusiness or agricultural economics.

NEBRASKA COLLEGE OF TECHNICAL AGRICULTURE AT CURTIS...One \$1,500 scholarship to a student majoring in agribusiness or ag production systems.

UNIVERSITY OF NEBRASKA-KEARNEY...One \$2,500 scholarship to an upperclass student majoring in agribusiness.

ROBERT C. ANDERSEN SCHOLARSHIP PROGRAM

UNIVERSITY OF NEBRASKA-LINCOLN COLLEGE OF AGRICULTURAL SCIENCES & NATURAL RESOURCES...One \$2,500 scholarship to an upperclass student majoring in agribusiness or agricultural economics.

Each scholarship has additional and different qualifications. See the application forms to review specific qualifications for each scholarship.

Applications must be submitted electronically by **April 15, 2019**

For the application forms, go to www.nebr.coop/foundation/scholarships

Nebraska Cooperative Council Education Foundation
Phone: 402-475-6555
Website: www.nebr.coop

Follow us on social media!



@AgValleyCoopEdison



@agvalleycoop