

been able to do in the past. The ability to do this allows us to maximize our inventories, and has a huge impact on our basis. As fall harvest came along, we were able to handle millet and corn, and something new this year, milo. Without this expansion, it would've been hard for us to handle these "non-wheat" commodities, especially in the quantity that we have.

The other big thing that happened this last year is the gain in the millet market. Our cash price on January 4, 2018, was \$6.00, and our cash price on January 4, 2019, was \$12.00. All of us know that last year was a tough weather summer. From prolonged periods of dryness to major hailstorms, production was down for many. As a company, our harvest intake was at about 70% of the previous year. Eastern Colorado is the largest producer of proso millet in the world, so when we have production issues, unlike with our other crops, price is impacted.

Millet is thought of as bird food, which it definitely is. However, its use in pet food and exports has led to what feels like increased demand and uses for proso millet. As a gluten free product, human consumption has the ability to hopefully impact demand. This past summer, I was even able to try a millet beer called Operation Yoga Pants. It was brewed by Martin City Brewing Company in Kansas City, and honestly was pretty good.

With these alternative uses for millet comes a higher quality specification. We are seeing increased calls for lower dockage, no burrs (sand, road tacks), no wheat (gluten free), no corn (GMO free), etc... Moving forward, these additional specifications will have an impact on the marketability of our proso in a national and international marketplace.

Please feel free to call me, or visit me at the Hugo location if you want to discuss millet, or feed, or just want to chat. Engaging with neighbors is truly the most rewarding part of the job!



## Weston Charles. **FEED MANAGER**

I would like to start by thanking you all for the opportunity to work at your Co-op. It is truly rewarding to get to be a part of your operation on whatever level you utilize our services. Living in a world and a state that we sometimes feel more and more disconnected from, there is no other community that I would rather live, work and raise my family in. Let us all diligently remind each other of the positives we are fortunate enough to experience living here and never lose our optimism going forward.

The feed mill had another busy year as we continue to grow in our annual feed production. This is made possible by the utilization of several new assets. We have a new bulk feed truck and are still wondering how we did it before the erection of our new warehouse in the fall of 2017. Even more key in our ability to grow though, has been the hard work of