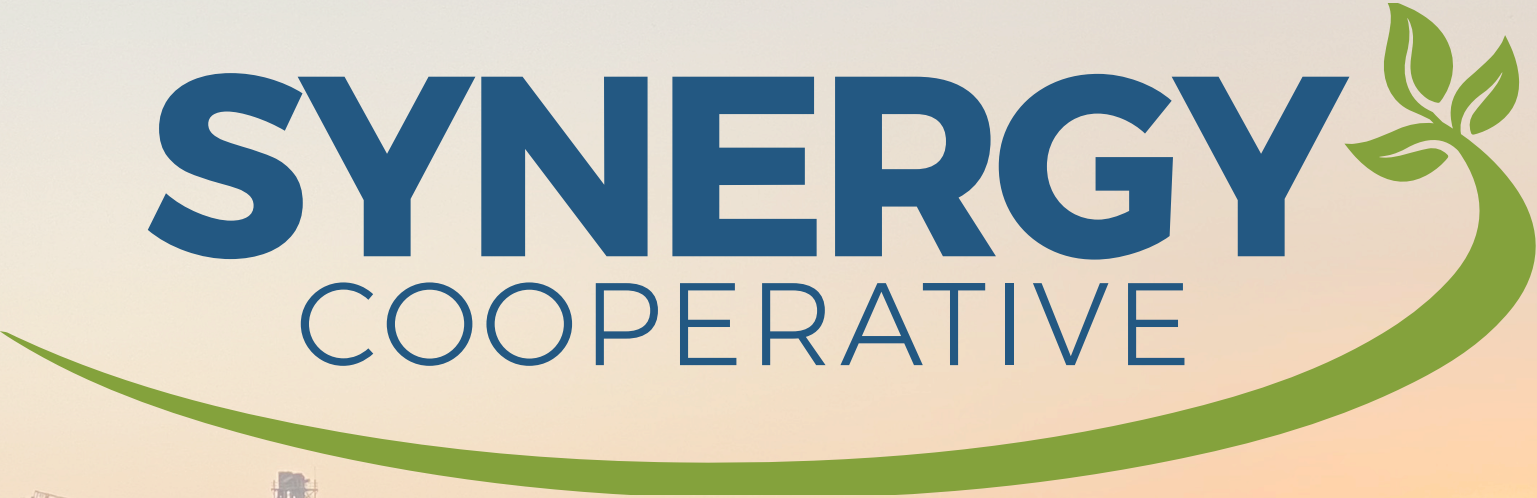


JULY, 2020

SYNERGY

COOPERATIVE



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GREETINGS FROM YOUR CEO

Karl Varnes - CEO



What's new since our last newsletter in early March? As it turns out, quite a bit! A pandemic, social distancing, shuttered businesses, plummeting commodity prices, and social discord to name a few. Were we prepared for this? Not exactly. However, we did adapt, daily at times. Being deemed "essential" early on kept us open, working, and providing services without interruption at all locations except our restaurant temporarily. Synergy employees stepped up in uncertain times while juggling child care issues, personal health concerns, and supply shortages – just as all of you did. Most product shortages turned out to be more a function of logistics than supply shortages – the more efficient the "system" the more prone to disruption. Whether a business is "essential" or not may seem somewhat arbitrary to some business owners in our area.

We applaud all those in our area working through this, particularly as we exit June dairy month. Many of our farm customers were working without a support network of any kind, wondering where the bottom was for their prices. Unbelievably, crude oil fell to -\$40/barrel (that's negative) in 1 day. A sense of normalcy has returned to markets. Dairy prices have recovered, energy prices have stabilized, for now, grain and cattle prices have some ground to make up at this point.

My guess is that most have heard, watched, and read more than their fill about the pandemic. While it's a serious situation demanding our attention, our recommendation has been to limit our exposure of "news" to once a day – especially with the election cycle coming up! Overall, we're fortunate to live where we do. While everyone is affected by global and regional forces, we had the luxury of escaping the extreme shortages and the ability to get out – even if there were few places to go! We were also blessed with an early spring and ideal weather to finish harvest, plant crops, get the 1st crop of hay harvested, or just get outside.

As of July 1st, we are 10 months into our fiscal year. Counting our blessings - our sales are not significantly different than last year at this point. Total dollars will no doubt be slightly lower with lower energy prices but here are a few recent trends:

- C-store fuel sales were down up to 50% at some locations in April/May at some locations, while other locations were actually up due to out of state travelers escaping to our area. Beer sales were brisk!
- "Shop local" hit close to home. Our hardware stores, machinery, feed mills, C-stores, and stations have strong sales. Cooperatively owned – we're as local as it gets and will strive to continue that trend.
- Earlier spring planting benefitted both our farmers and agronomy departments. Let's hope our weather blesses us till harvest. The quantity of grain marketed earlier this year has also helped our volumes.

Our Dividend Days in March became a mailed event this year. We didn't get the opportunity to thank you in person – so thank you again for your business. Your cooperative returned \$2.5 million in patronage from your last years' purchases. We also took the opportunity to use available matching funds from Land O Lakes, CHS, and CoBank to purchase and distribute 10,000 pounds of cheese to local food banks in May. The goal was to use the funds to feed those in need while supporting the dairy community at a time of volatile markets.

This summer we are finishing a few projects that have been underway including the shop in Elk Mound, the Almena mill demo and shed, C-store upgrades, and a couple more under consideration. It was discussed whether or not to postpone these but we're in it for the long haul and our goals haven't changed – just a few detours! The future is harder to predict than ever. Our reasons for being here are simple and unchanged. You own this business. It's been here longer than any of us at this point, and we'll continue to make it better for the next generation of owners, customers, and employees.

I've been asked if we have a corporate statement or position on various social issues. What we have is a list of "Synergy Fundamentals" that guide us. You might have seen them hanging in any of our locations or offices. They are what we believe and what we strive to live and do every day. They are too numerous to list here but if anyone would like a copy let us know and we'll send or email it to you – perhaps there might be a nugget there to help you on a cloudy day. Here are the first two, there are 15 more;

- Deliver exceptional customer service. Our customers are our owners. Do the little things as well as the big things. Create extraordinary experiences they'll tell others about. Create customer loyalty by doing the unexpected.
- Do the right thing, always. Demonstrate an unwavering commitment to doing the right thing in every action you take and every decision you make, even when no one is looking. Tell the truth. If you make a mistake, own up to it, apologize and make it right.

In the meantime, it's business as "usual". Our "new normal" is intended to only improve on our past performance.

Have a great summer.

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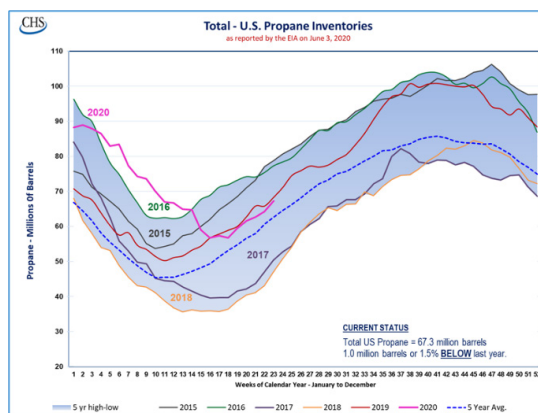
ENERGY - PROPANE

Kyle Knutson - COO - Energy/ Other Retail



Hello from the Propane Division,

Summer has finally arrived and it is now time to think about summer filling your propane tank(s) as well as your fall and winter propane needs. At the time of this writing, we are working on sending out our annual safety mailings along with the propane contracts. If you do not receive your letter by the middle of July, please call our office to have another one sent to you. The contracting program will be open until the end of August. Your cooperative is offering a variety of contracting options again this year; we will have your traditional pre-buy option, a deposit option, a price locked budget option as well as a floating price budget option. I encourage everyone to consider one of these options to help with risk management regarding rising in-season prices. The budget plan options are also an excellent way to allow the customer to pay equal payments each month and avoid that larger bill each time the propane tank is filled.



Looking to buy now? It is a good time to order your summer-fill delivery of propane. Prices appear to be as low as they will get for the summer. This year, the summer pricing as well as the contract pricing are similar to where we were at this time last year. This is primarily driven by the U.S. propane inventories which are close to where they were a year ago as well as the lower crude oil prices. The inventory graph above illustrates these levels.

Please call to order a delivery when your tank gauge reads 30% to allow ample time for your cooperative to efficiently schedule your delivery. The more deliveries we can "pool together" in your area, the fewer miles we have to drive to deliver gas. This allows us to be more efficient and reduce delivery costs, which in turn, enables your co-op to be more profitable and return a higher dividend to you, our member-owners.

Steps to take if you smell gas or suspect a leak:

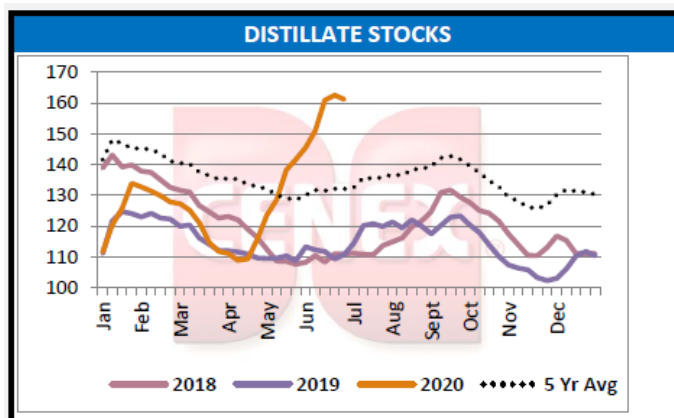
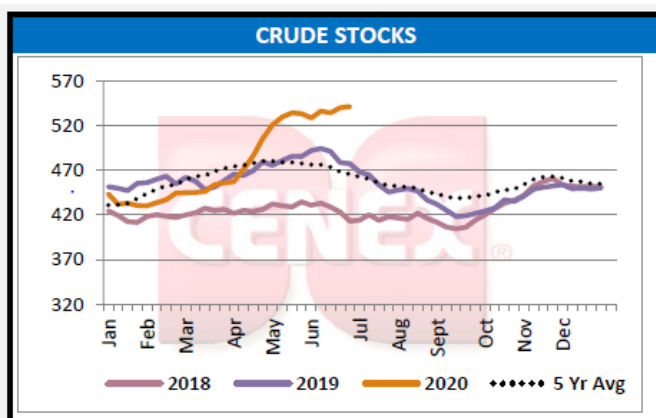
- Extinguish all smoking materials and any other open flames or sources of ignition.
- Get everyone outside and away from the home or building.
- Shut off the gas supply with the service valve at the tank if possible. (Turn the valve on the tank to the right to close.)
- Call your propane supplier (use a cell phone outside or a neighbor's phone if propane smell is coming from inside the house).
- Stay outside and leave the gas off until assistance arrives.

Thank you for your patronage and I hope you have an enjoyable summer.

ENERGY - FUEL

Kyle Knutson - COO - Energy/ Other Retail

As you all have seen, the prices of gas and diesel have been on an upward trend since the lows that we have seen due to the COVID 19 pandemic and the price "war" between Saudi Arabia and Russia. The inventory graphs shown below illustrate the U.S. Inventory levels of crude oil and diesel fuel. The gasoline stocks chart follows the same pattern as well. The inventory levels of crude oil, diesel fuel, and gasoline have grown to levels that we have not seen in recent history!



If you are interested in locking in your price for your 2021 diesel fuel needs, now may be a good time to look at contract pricing with crude oil being in the \$40 range at the time of this writing. If you are considering contracting for 2021 diesel fuel delivery to protect yourself from rising prices, please call Dave Kaufenberg in Almena, Todd Mandel in Rice Lake, or Josh Sykora in Elk Mound or me for a daily quote. We can offer contract diesel fuel for any patron at any time. Just call us for a daily futures market quote between 9 a.m. and 1 p.m. daily.

Diesel Exhaust Fluid Delivery has been well received by our members and continues to grow. Synergy Co-op has bulk DEF storage containers, pumps, equipment, and delivery available out of our Rice Lake location. We are packaging our drums that can be delivered, exchanged, or picked up at several locations as well as delivering bulk DEF into customer's totes or larger bulk tanks. We have a tote exchange program as well. DEF is highly susceptible to contamination. To learn more about practices to reduce the risk of DEF contamination please contact your local Synergy Co-op office to request information regarding DEF handling and storage.



Don't forget to consider Synergy Co-op for your bulk lubricants and grease needs. Cenex Premium Lubricants are available for delivery in bulk, saving you time and money! For your convenience, when ordering fuel to be delivered, you can request the driver to deliver cases of grease in either 10 packs of tubes or a full case of 40 tubes. We carry several different grease products at all locations for your convenience as well.



**RUBY
FIELDMASTER™**
PREMIUM AG DIESEL FUEL



AGRONOMY

Rich Carr - Agronomy manager - Northern Region



Thank you to all of our farmers who have pushed through this troubling time. The COVID 19 Pandemic put a lot of added stress and uncertainties in the world of Agriculture. Once again, everyone pulled together and worked long hours to get the crops planted right on schedule. Unfortunately, the future appears to be as clear as mud for where our commodities are going to be this fall during harvest. The positive side is that our crops are looking very good, milk prices are on the rise and people need farmers to raise crops to feed the world.

The best way to continue to be profitable in times like this is to get the most yields out of your crops to maximize ROI. How can Synergy Coop help your operation?

Ask our Agronomists to walk your fields with you.

- How are the crops advancing?
- Did everything go as planned?
- What needs to change for next year?
- What can we still do to improve the yield for this season?

At this stage of the season, one may consider foliar fungicides. I realize that spending additional money today on a crop that appears to remain low for commodity pricing may seem foolish to some especially when the crops look good now and fungicides are never a guarantee. On the flip side of this, if you could double your ROI on doing this or even at least get a 50% positive return I bet most would take that to the bank.

We all know that our crops are continuously stressed from mother nature and we are blessed with many different pests that seem to love to feed on the plants in the fields. The plants are stronger today than ever but still need all of the help they can get. Here are a few factors why we need to look at using a foliar fungicide

- Weather- excess heat, wind, hail, Moisture (too much or too little), cool temps can all add severe stress to your plants
- Insects- bugs feed on your crops causing open lesions for diseases to set in.
- Susceptible varieties- some hybrids are very high yielding yet offer poor defensive disease protection. (Fungicides shine with these varieties)
- Timing- This is the most critical decision in determining when or if to spray. If your too early or too late, fungicides generally do bring value.

My recommendations for timing are as follows.

- Soybeans: Spray at R2 (full flower) to R3 (first pod). Time and time again I see a 5-8 bu increase per acre at this stage.
- Corn: Spray at V6-V7 and if possible, again at full tassel. With corn, it is very important to look at the response to fungicide in the seed catalog. Put your dollars towards the high response hybrids. We have several silage-specific hybrids that average an addition 3+ tons per acre when fungicides are used.

Thank you all for your business!

AGRONOMY

Jon Wantoch - Ridgeland Agronomy Manager



Once again, from Central Agronomy, Thank You for your continued business and support! As we wrap up the crop input portion of the season, there are a few reminders we would like to hit on.

- 1.) Scout your Fields! Make sure you take some time to look at ALL your fields. It's not every day, but once in a while, an application of a field may have been missed. Maybe you forgot about a field? Maybe we missed the field? Either way, the sooner it is noticed, the sooner we can fix it. Also, check all your crops for weed control. Are the herbicides we applied working? Do you need another pass? It doesn't matter if you have or don't have it, be aware of Waterhemp. Make sure you know what it looks like, and have an understanding of how to control it if you find it. Be sure to be looking at the crop. Do you notice any discoloration? Shortness? Injury from weather, chemical, insects, or disease? If you see anything unusual, please give us a call. We will be glad to come out and give a professional opinion on the situation.
- 2.) Review your remaining prepay, account balance, and invoices due! Look at your prepay balance. Do you have any prepay left? How would you like to use those dollars up? Check your account balance. Make sure your balance due matches up with your remaining prepay. Many times, plans change in season, and we decide to use different products or different rates. This can be the difference in remaining prepay and balance due. If you find something that seems off, please call the office and we can adjust the invoice or move prepay to cover those invoices. And don't forget about the cash discount!
- 3.) Update your cost of production to date! Every spring, we have a plan in place for the season. Every season, we come across different situations that lead to a change in plans. Take some time to calculate where you are after you are done with your crop inputs. It's a good number to have as you plan for harvesting and marketing your crop this fall!
- 4.) Come see us! And if coming in to see us doesn't work, call us! We'll come see you when it works! Our staff is here ready to help you in many ways, even if it's just social networking! We love seeing you, sharing stories and experiences, and helping out anyway needed!

Again, Thank You! It was a great season, a safe season, and an efficient season. We look forward to continuing our loyalty to each other. Thanks!



AGRONOMY

Travis Berg - Agronomy manager - Southern Region



It was a very welcome sight for everyone to see an early start to the spring compared to the spring of 2019! Growers were able to get an early start to fieldwork for a change. This was certainly needed with very little fieldwork done last fall. Cold air and soil temperatures kept some from getting in the field as early as they could have though.

We did see some fluctuations in temperatures which has caused some issues with the emergence of corn. After a corn seed is planted and enough moisture and heat are available to sprout the seed, it is important to maintain a fairly consistent soil temperature to get that seedling out of the ground healthy. April planting is very risky because of the wide variations in air and soil temperatures. If a seed does sprout and the weather turns cold, that plant will tend to have a very hard time getting to the soil surface. It is living off of the seed primarily and only has a certain amount of food available to get it above ground. If it runs out of time, we tend to see leafing out underground or severe stunting upon emergence. Low organic matter and sandy soils, much as we have throughout our territory, will see this more often than silty soils. In sandy soils, there is much more air capacity in the soil, and air will fluctuate overnight much more than soil. Because of this, we tend to see more emergence issues on our sandy soils compared to the higher organic matter silty soils.

Fertilizer markets have been fairly steady throughout the spring. Tight supplies in the upper Midwest during the planting season caused some price increases. A very large portion of the Midwest was able to get in the field early and at a similar time which caused a lot of stress on the transportation system. There were a few more issues getting trucks also since the country was in the heat of the Coronavirus pandemic. Some of these truckers were needed to position supplies for grocery stores and other essential businesses. As we get to the end of the side-dress season though, nitrogen prices have been slipping as distributors are trying to empty their bins.

As always, we appreciate your business this season and going forward. Feel free to contact me with any questions you may have.



Make Sure To Check Out Our

Hardware Locations

Colfax - Cenex
401 E. Railroad Ave
715-962-3172

Ridgeland
229 Railroad St. N
715-949-1972

Rice Lake
924 Hammond Ave.
715-434-1579



Service Stations

Colfax
618 Main St.
715-962-2276

Menomonie
807 Main St.
715-232-6210

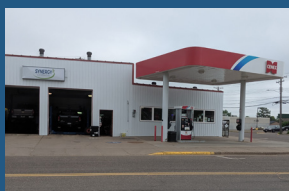
Chetek
3020 Knapp St.
715-924-4833

Rice Lake
924 Hammond Ave.
715-234-7136

Ridgeland
318 Railroad St.
715-949-1831

Machinery Department

Ridgeland
15 State Rd 25
715-949-1795



GRAIN

Jerry Bates - Grain Manager



Greetings from the grain department. We are off to a great start with getting the crops in early this year. Below is some information from Synergy's hedging company White Commercial that was very well written.

Before 2006, you could look at price histories for the previous 40-50 years and grain prices stayed in a pretty consistent range. The reason is that the technology and overall ability of the farmer to produce grain has consistently risen at a fairly similar rate as inflation. So, a bushel of corn in 1970 vs. 2005 would have cost way more in 2005 if we simply took inflation into account, but since we produce such a greater amount of corn than we did in 1970, it has kept the prices in the same range. Everyone had a good idea in their head as to what price they needed to sell to make good money, average money, or not much money because it had been proven to be a pretty similar year in and year out.

Then, 2008 came along. Prices doubled, tripled, and then quadrupled. Next, prices began to fall rather steeply. Then it forgot to rain in 2012. Then, it wouldn't stop raining in 2019. It was just enough to make anyone's head spin. With everything in flux, it was and still is hard to figure out which price would make you good money, average money, or not much money. However, all the volatility has taught a great lesson: the price per bushel is not a significant piece, how much money gets put on the bottom line is what matters.

When you talk about the concept of "closing the gap" in your grain marketing, the gap simply means the difference from how much profit you are making and how much profit you could be making. It's important to note here that trying to hit a marketing home run and sell the highest possible price is not only statistically impossible but very dangerous to the future of your farming business. So, what should you focus on to close your grain marketing "gap"?

First and foremost, there must be a focus put on profit per acre. The dangers of focusing on price per bushel have already been examined. That consistent price range lulled everyone into knowing about where a good price was. However, the reason you knew it was a good price was because it made you a good profit year in and year out. The goal of any business (farming included) is to make more money than you spend consistently over a long period. Everything else is no more than a tool that can help you accomplish this goal. When too much focus is put on one tool to the point that you lose focus on the main goal (profit), bad things can happen. Staying focused on what profit you want to make and then figuring out the other pieces in terms of how they can help you accomplish your profit goal is the key to success in business. So, set a profit per acre goal for the farm and then figure out what price you need to make that happen. The next step is action. Take the price when it gets there! Ignore the noise that tells you it could go higher or the feeling that tells you to hold out for more.

One of the simplest ways to improve your grain marketing is discipline. Create a profit-based, disciplined plan of how to market your grain that you can use every year no matter what. The key then is the discipline to stay with the plan every year and never stray from it. Sure, there will be years where you could have gotten more, but that's true every year. The adage applies here – You can't go broke making a profit!

GRAIN

Lastly, close your gap by focusing on your area of expertise. It is easy to spend a lot of your time trying to figure out which way the market will move throughout the year, but the truth is you don't need all the overhead of a farming operation to make money on changes in grain prices. All you'd need is a futures account. Rather than spend your time figuring out if you should take \$3.50 on corn or wait for \$3.60, spend your time doing what you do best – growing a better crop. If you remember that the focus is profit, your time may be better served figuring out a way to squeeze a few more bushels per acre out of your crop than getting a few more cents in the price. There is more money in \$3.80 corn if you grow 170 bushels per acre than there is in \$4.00 corn if you only grow 160 bushels per acre.

**Synergy would like to thank you for your business and if we can help at all please call or stop in.
Have a great summer and take time to spend with your family and friends.**

CHECK OUT OUR RESTAURANT & BAKERY!



EXIT 45 RESTAURANT & BAKERY
2100 COUNTY ROAD B
MENOMONIE, WI 54751



Exit 45 Restaurant and Bakery is a from scratch full service restaurant. Homemade food, breakfast, lunch and dinner. Plus house made pies and desserts.

Open daily: 6:00 AM to 9:00 PM

www.synergycoopexit45.com
On Facebook @Exit45RestaurantAndBakery



SYNERGY HAPPENINGS

Cheese for a Greater Good.

In April the project Cheese for the Greater Good started. The idea was created to buy cheese from two local creameries that our farmer patrons ship to, and distribute the cheese to local food pantries, school districts, and nursing homes. The Cooperative was able to apply for matching funds to help be able to buy more cheese in the long run. With the matching funds from CHS, CoBank, and Land O' Lakes, which are vendor partners of Synergy, we came up with \$20,000. With that \$20,000 we bought \$10,000 of cheese curds from Ellsworth Creamery and \$10,000 of shredded mozzarella from Burnett Dairy Cooperative. In total we distributed 3,123.75 pounds of cheese curds and 7500.00 pounds of shredded cheese, making a total of 10,623.75 pounds of cheese. Which was distributed to 11 different food pantries, school districts, and nursing homes from Ashland to Strum. Two of the food pantries Stepping Stones of Dunn County and Feed My People Food Bank were recipients of a lot of the cheese. This was because they distribute to many of the local food banks around our trade area, which was a great way to get the cheese in the hands of many people in need around our area. The whole idea behind the project was to help our local farmers that had gotten letters to reduce milk production, and to get food to people who were struggling because of the COVID-19 pandemic.



Exit 45 Cenex Sells the Winning Powerball Ticket.

The Wisconsin Lottery presented our Exit 45 Cenex with a \$100,000 check for selling the \$22 million Powerball ticket on June 10th. The partnership between retail ticket sellers and the lottery are key to the operations of the lottery.

Mary Roehl manager of Exit 45 Cenex said "It's been very exciting to sell this winning ticket." "We're very happy for the winners and I'm really proud of Matt (Sarff), the employee who sold the winning ticket, for selling this ticket. It's been a lot of fun for us."

The winner's name has yet to be released, the individual is from the region and has decided to split the winnings. The names of the winners are expected to be released by the end of July.

We want to congratulate the winners and Exit 45 Cenex.



CONVENIENCE STORES

Troy Strand - C-Store Operations Manager



Loyalty Program

Synergy Cooperative is excited to continue our local card program offering many of the same benefits offered by nationally known companies as well as meeting shoppers' loyalty expectations. Our loyalty program is strong and has been very successful in growing sales and increasing customer counts. When we compare ourselves to other companies using the same loyalty service, we average \$3 more per non-fuel purchase than our competitors. And we show an increase in gallons of nearly 4 gallons per transaction when using our loyalty.

When you sign up for our loyalty you can use it immediately and we even start you out with a few points. You can also save on every gallon of gas or diesel you pump using your loyalty. Saving receipts to track sales for patronage is no longer be required! We have three different options for loyalty.

Synergy Gold Card – This is your all in one card. It allows you to charge, track patronage, and earn loyalty in the convenience stores (except Barron A & W, Colfax Subway, Menomonie Exit 45 Restaurant, Almena, and Cumberland Holidays).

Synergy Silver Card – If you do not want a charge account, no problem! Our Silver card allows patronage tracking and loyalty in the convenience stores with the same exceptions above. Note: This card must be used inside the store. Pay at the pump is not available with the silver card at this time.

Loyalty Blue Card – Used for Loyalty only. This card does not allow patronage tracking or charging privileges. It allows you to earn points with purchases at the pump or inside.

Loyalty Rewards - All three cards will have the ability to earn loyalty rewards. The point program gives money off purchases in the convenience stores. We are also continuing our "Bonus Buy" promotion along with cents off per gallon. Sign up today and receive 200 bonus points!

Patronage - Customers often ask what is patronage and why is it important to them? Simply defined, patronage is profit distributed to our members and is similar to a dividend payment. Patronage is based on net profit earned by Synergy and is only available from a cooperative. Corporations or privately-owned businesses do not pay patronage which is a key reason to do business with Synergy Cooperative. Patronage payments are not guaranteed and determined annually by the Board of Directors.



CONVENIENCE STORES

Breaking the Barriers

The industry is changing at an accelerated rate. Hesitant retailers aren't the only ones who need convincing of change. Plenty of customers have preconceived notions about what convenience stores should be like, and breaking those notions isn't always easy. Customers come into a new convenience store or travel center thinking it's the same old, same old. Breaking those barriers is the biggest challenge.

With some creative design choices and product selections retailers can differentiate themselves and prove that their stores are more than "just a convenience store." The outbreak of COVID-19 changed the way we will always do business from offerings to store layout and design. We never thought toilet paper, soap, sanitizing solution, baby wipes, adult wipes, face masks, or any other HBA item would be on our "Top Seller List". Alcohol and tobacco continue to grow with bars and restaurants shutting down for a little over a month. With this amount of time passed it changed the whole dynamic and patterns of our customers. We have heard several vendor partners have directed their focus from bars and restaurants to convenience stores. Customers have realized staying at home is a financial gain for them.

As we all are shopping in our stores and our competitors stores the dynamic of layout and design has changed. We now have partitions between our customers and employees. Food safety has never been more important. Our stores are consistently cleaning and sanitizing all areas of our facilities. We also have 6-foot X's or decals reminding customers to respect others by staying at least 6 feet away. Will this go away? Is this the "New Normal". Only the future will tell.

As retailers in this new unexplored environment, it's important to recognize when there's a need for change, whether it's coming from external factors like the industry, pandemic, fluctuating trends, or an evolving clientele. Whatever the reason, it's key to identify the need to change quickly and be reactive and agile while you can before it becomes too late.

We have 14 locations stretching from Menomonie to Shell Lake and from Turtle Lake to Rice Lake. No matter where you find yourself in northwest Wisconsin we are just around the corner and ready to serve you. Lunchtime hunger pains? With options like freshly made pizza, chicken, and sandwiches at many stores we have you covered. Out doing some fishing? We have live bait and cold beer at several locations. And as always, we have top tier Cenex gasoline and premium diesel to help keep you on your way.





Words cannot explain everything that has been occurring. Something new and unexpected every time you turn on the news. It seems like the key is to not turn it on. There is some pretty good news out there but it is not being reported. For example, the hay crop looks gorgeous and plentiful, some agricultural prices have rebounded and spring, all in all, cooperated with planting. The sun still comes up and goes down and Synergy has remained open with strong support from its patrons. Something difficult to accept is the passing of Andy Lutz. If you did not have the chance to get to know him you missed out. He was extremely personable and kind. He always treated everyone with the utmost respect. His common-sense approach to things is something this world could use right now. He had a laugh that filled the room and I would try to say off the wall stuff just to get a laugh or two from him. His absence is noticed and he will be missed.

Despite challenging times, folks have been resilient. The feed divisions business is growing thanks to the outstanding support and grit of the real unsung heroes of essential workers. That's you the farmers. The folks working day in and day out seven days a week. It does not matter if there is a virus, a market collapse, poor milk, meat or grain prices, supply chain interruptions, or riots. You just put your mind to it and go. You continually put high-quality food on our tables and provide employment for uncountable numbers. You have been consistent throughout and we thank you!

As far as market concerns go vitamins are still spendy and some allocation has occurred but as I have said in the past we have many suppliers and have not had difficulty getting what was needed. We are in a weather market so we could see some volatility in protein prices. If we do see price spikes or delayed deliveries it could be caused by plant closures or limiting crushes. For example, CHS in Mankato is talking about a several week closure for maintenance. There are only two bean processors in Mankato and if one closes for a while it could mean delayed deliveries or truckers wanting extra pay for waiting in lines. Never the less currently there is nothing technical showing increased demand or cost for soybean meal. I would also expect fiber markets to soften as demand declines with an increased forage supply.

By the end of the summer, we should have upgraded our calf mixing system at Elk Mound more than doubling our output capacity. Currently, the system is too slow, is difficult to add soy oil to and mix times are a bit too long. All of us are very excited to get this project finished and see what the result is. Sarah has been formulating calf feeds with new technologies. The system upgrade will give her some new options to explore. When the system is fully operational it could potentially produce calf feed options for all of our locations allowing patrons from other locations access to those cutting edge technologies.

With summer comes hot humid weather so be sure to keep in mind the use of any preservatives or TMR savors. Please keep your feed as fresh as possible and if you have questions please contact your Synergy nutritionist. Summer always meant fair time except for this year. There are still many kids with fair projects out there and even though your county may not be having your fair Synergy is interested in those animals. Synergy is not only interested in the performance of the animal but for possible purchase. Please go to the location where you get your feed and talk to the location manager. Let them know your name and the animals that you are raising.

FEED

We have two new nutritionists joining the team Britt and Ashley. They are out and about and Britt does spend some time working the counter at Rice Lake. Be sure to welcome them when you see them. Tia has also returned to work at our Chetek mill so be sure to welcome her back as well. Sierra who was working at Rice lake has transferred to Elk Mound's feed mill. She is working in the control room. Her work ethic and computer skills have been a great addition to the team. John has some new help up at Ashland. Sarah Gierczic has joined his team. So we have some new faces and are continually seeking out people that match positions. People excel when placed in the job they enjoy. Kirsten Huth (part-time nutritionist for Chetek/ Rice Lake) has decided to go full-time farming. We will certainly miss her. She has supported farming and many agricultural youth functions over many years. I wish her continued success as she serves agriculture outside the cooperative.

As always keep first things first: Faith, Family, and Farming. Thank you once again for your support and consistent drive during these turbulent times.



FEED

Sarah McHenry - Sales Team Manager and Lead

A recent definition of change that I found was, "to make the form, nature, content, future course, etc., of (something) different from what it is or from what it would be if left alone." That pretty much sums up the last three months or so for anyone in agriculture due to the Covid-19 pandemic. Things seemed to be trending in the right direction till Covid-19 and social distancing became everyday terminology. The feed team also has had some changes, but not due to the pandemic.

One change to the feed team was the passing of Andy Lutz. Andy was diagnosed with cancer last summer and after putting up a good fight passed away on May 20, 2020. Andy worked for the coop for 8 years in the Almena area and before coming to work as a Livestock Production Specialist for the coop, he dairy farmed by Turtle Lake for many years. He will be missed and our condolences to the Lutz family.

The other change to the feed team is that Kirsten Huth from our Chetek location is going full-time farming. Kirsten and her husband operate a beautiful dairy farm in the Cameron area. Kirsten has been a long time member of the feed team and we thank her for her commitment and expertise that she has given the farmers she worked with as well as the feed team.

Thank you also to all our customers as we have worked through these changes to the feed team and the ever-changing markets as the Covid-19 effects start to work themselves out.

Another couple of notable changes to the feed team is the addition of Britt and Ashley. We are excited to add them to our team, please read about them in the coming pages and help welcome them to Synergy.

As always the feed team is here to help and thank you for your continued business.

FEED

Ashley Taylor - Livestock Nutrition Consultant



Hi, my name is Ashley Taylor. I started at Synergy out of the Almena location, as a Livestock Nutrition Consultant at the beginning of March. I grew up on a hobby farm in Monticello, MN. Once I graduated from High School I moved to Frederic, WI to take over my great-grandparents farm. Once settled in, I started working on the neighbor dairy farm. This is where my passion for dairy all started. That following September came and I started my college career at the University of Wisconsin-River Falls. In 3.5 years, I accomplished a major in Dairy Science, Business Management, and a minor in Equine Sciences. While at UWRF I was accepted into the Equine Breeding Program. The broodmare barn is where you could find me at college. It was long nights of little to no sleep in the barn waiting and assisting the mares to foal, followed by a long day of classes. I wouldn't trade any of those very tired, and exhausting days for the world. They lead me to where I am now, doing what I love. Going farm to farm, consulting animal nutrition concepts with farmers on what will work best for them and their animals.

I look forward to my future here at Synergy and I'm excited to contribute my knowledge from personal experiences and also continue to learn and grow on this journey!



FEED

Britt Meyer - Livestock Nutrition Consultant

Hello! My name is Britt Meyers. I was hired at Synergy in March of this year as a Livestock Nutrition Consultant and will be working out of the Rice Lake Feed Mill Location.

I grew up in Rice Lake on a small hobby farm and through 4-H had the opportunity to participate in the beef project at the Barron County Fair, which is where my passion for agriculture began.

After high school, I attended the University of Wisconsin-River Falls where in May of 2019 I graduated with a Bachelor's Degree in Animal Science-Meat Animal Emphasis and a minor in Spanish. During my time at River Falls, on the University's Beef Management Team I toured a variety of production facilities, attended state and national cattle conferences, and gained valuable hands-on cattle experience such as: making herd breeding decisions, calving, weighing/feeding out animals, as well as helping with the local St. Croix Valley Bull Test Sale. During the summer of 2018, I was employed in Sheridan, Wyoming at the Padlock Ranch practicing feedlot nutrition, implementing cattle health protocols, and low-stress animal handling.

I enjoy traveling, spending time with family and friends, and being around animals.

I am excited to be a part of the Synergy team and look forward to meeting you.

SCHOLARSHIP WINNERS



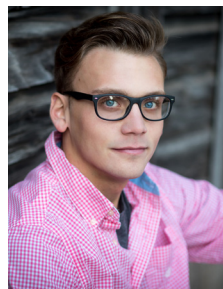
Morgan Meierotto

Morgan just graduated from Ashland High School. This fall she plans on attending Northland College studying Pre-Veterinary Medicine track.



Sage Eichman

Sage Eichman graduated this spring from Barron High School. This fall she plans on studying at UW-River Falls. She will be majoring in Biology.



Matthew Marcinski

Matthew graduated this spring from Birchwood High School. This fall he plans on attending UW-Green Bay. He will be studying CPA-Accounting.



Caitlyn Pelikan

Caitlyn graduated from Boyceville High School this spring. This fall she will be attending St. Olaf College. She will be majoring in Sustainable Agriculture and Food Production



Hannah Steinmetz

Hannah graduated this spring from Chetek-Weyerhaeuser High School. This fall she plans on attending UW-River Falls, where she will be studying in the Broad Field Science Program.

SCHOLARSHIP WINNERS



Emerson Schultze

Emerson just graduated from Chippewa Falls High School. This fall she plans on attending UW-Stevens Point studying Natural Resource Management.



Tyler Magnuson

Tyler graduated this spring from Clayton High School. This fall he plans on attending Tech School for Construction or Electrical Work.



Ryan Hayden

Ryan graduated this spring from Clear Lake High School. This fall he plans on attending UW-Stout. He will be majoring in Mechanical Engineering.



Ed Hydukovich

Ed graduated from Colfax High School this spring. This fall he will be studying either Chemical or Energy Engineering.



Noah Schradle

Noah graduated this spring from Cumberland High School. This fall he plans on attending UW-Eau Claire, where he will be majoring in Actuarial Science.

SCHOLARSHIP WINNERS



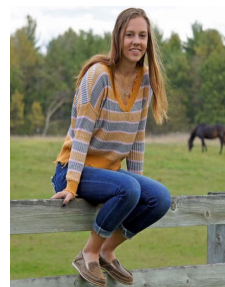
MaryRose Pedersen

MaryRose just graduated from Eleva-Strum High School. This fall she plans on attending UW-River Falls studying Ag Education.



Addie Grossbier

Addie graduated this spring from Elk Mound High School. This fall she plans on studying at Iowa State University. She will be majoring in Agriculture Business.



Carli Dahms

Carli graduated this spring from Menomonie High School. This fall she plans on attending CVTC. She will be majoring in Agronomy Management.



Michael Pederson

Michael graduated from New Auburn High School this spring. This fall he will be attending UW-Stevens Point. He will be majoring in Fisheries and Aquatic Sciences.



Camryn Christopherson

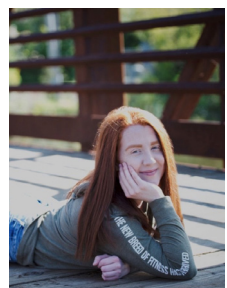
Camryn graduated this spring from Prairie Farm High School. This fall she plans on studying at UW-Stout. She will be majoring in Early Childhood Education.

SCHOLARSHIP WINNERS



Sydney Rassbach

Sydney just graduated from Prairie Farm High School. This fall she plans on attending CVTC studying Nursing.



Courtney Sharp

Courtney graduated this spring from Rice Lake High School. This fall she plans on attending Hamline University. She will be majoring in Accounting.



Ben McNulty

Ben graduated from Shell Lake High School this spring. This fall he will be attending UW Stevens Point. He will be majoring in Natural Resources.



Kassy Coleman

Kassy graduated from Turtle Lake High School this year and plans on continuing her education at CVTC this fall. She plans on studying Radiology.



Luke Soldner

Luke graduated from Turtle Lake High School this year and plans on continuing his education at WITC - Rice Lake this fall. He plans on studying Welding.



Makayla Ramelfanger

Makayla graduated this spring from Turtle Lake High School. This fall she plans on attending UW-Stout, where she will be majoring in Special Education.

CREDIT DEPARTMENT

The Credit Team - Diane Kuhl and Bobbi Demers



The Good Ol' Summertime.....

Nothing says summer like the smell of fresh-cut hay or grass, the sweet taste of watermelon, or watching kids chase lightning bugs. We hope you're enjoying all this and more.

Summertime also gives us a break from heating costs. Just a reminder that June has been "clean up month" for the budget accounts. That means if you still have a balance on your 2019-2020 budget, it will need to be cleaned up to start fresh for the 2020-2021 budget program. Watch for mailings in July for the BUDGET and PRE-BUY PLANS. If you are new to Synergy and don't get this mailing, please let us know you'd like to sign up.

Whether you're rushed for time or just practicing social distancing, we've got you covered for all your bookkeeping and payment needs. Sign up for emailed statements and invoices. You can also find all the information you need about your account on our website at www.Synergycoop.com. We also offer weekly ACH payments (to always assure you get your discount) or you can make your payment online or by phone.

Do you have your Synergy Cards yet? When you use your Synergy card at the stations, you can earn not only money-saving rewards but also patronage on your purchases to build your stock equity.

To apply for a Synergy account or obtain new or additional cards, please contact any location.

Have a safe and happy summer!

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A NOTE FROM THE OFFICE

The Controller Group - Enid Jackson - Becky Norris - Alicia Streich

Welcome New Office Staff

Over the years, many of you have gotten to know our office staff, some of whom have been with the co-op for a lot of years. However, we do have some turnover once in a while so we would like to take this opportunity to introduce the following new office staff.

Eden Logslett

Eden Logslett is new to the Elk Mound office but she is certainly not new to the co-op. Many of you will recognize Eden from the Colfax Cenex where she worked for many years. She left there to pursue other opportunities but we managed to convince her to come back when a position in the Elk Mound office became available. She is one of many who may answer the phone if you call the Elk Mound office and she can help you with questions on your account or take your orders for fuel and propane. Welcome, Eden!



Sheila Scott



Sheila Scott is new at the Almena office. She has relocated from Big Sandy, TX after many years to be closer to family and is originally from the Amery area. She was with BakerCorp/United Rentals for 16 years in administrative/sales/customer service. She will be assisting with customer service and accounts receivable. We are fortunate to have Sheila joining the Almena administrative team! Welcome, Sheila!

As the planting season is winding down, we would also like to take this opportunity to acknowledge the staff in the Agronomy offices. You may not know that some of these hardworking people are hired new and are here just for the season and boy do they have a lot to learn over a few months. We think all the Agronomy office staff have done a terrific job this year and we hope you all agree. A big thank you to:

Sheri (Cameron)
Jennifer (Elk Mound)

Danielle (Strum)
Val (Chippewa Falls)
Charlie (Elk Mound)

Laurie (Almena)
Linda (Shell Lake)

A NOTE FROM THE OFFICE

LP Contracts

LP contracts are scheduled to be mailed sometime around the distribution of this newsletter so if you have not received one by the middle of July then please call one of the offices. Your gallon usage for the prior year is provided on the contract to help you decide how much you need to contract. This year the usage is based on the period 6/1/19 through 5/31/20. Because this covers a whole year your summer fill last year will be included so there is no need to add that in. Please read the contract and all of the enclosed documentation as this includes important safety information. Call us if you have any questions on these contracts, or any of the options, and also if you need assistance calculating your budget. Please remember to send your payment with a prepay, deposit, or budget contract or we will not be able to process your contract.

Other Info

With COVID-19 still top of mind with everyone, we request that you conduct as much business as you can by phone. We thank you in advance for your patience if we are unable to answer your call right away. For your convenience, our 3 main office locations now have drop boxes in which you can drop off your payments and/or contracts.

Just a reminder that you can call any of the following offices with questions on your account, to order fuel, or to make a payment.

Ridgeland office: (715) 949-1165, Enid (Controller)
 Almena office: (715) 357-3650, Alicia (Controller)
 Elk Mound office: (715) 879-5454, Becky (Controller)

Thank you for your continued patronage. We are here for you, so please do not hesitate to call any of your co-op controllers with questions, comments or concerns.

Synergy Cooperative Nominating Committee Notice

The Synergy Cooperative nominating committee would like to remind all members that an engaged active membership is crucial to a vigorous, successful cooperative. At this coming annual meeting, three board members will be elected. Each will serve a three-year term. Two of these positions are for directors at large, so can live anywhere within our trade territory.

The other position is for the Northern Region, so must live North of Hwy 8. If you are interested in serving on our Board of Directors, please contact the office or any director for more information.



ALMENA

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PO Box 118
Almena, WI 54805
715-357-3650

ELK MOUND

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PO Box 70
Elk Mound, WI 54739
715-879-5454

RIDGELAND

229 Railroad St
PO Box 155
Ridgeland, WI 54763
715-949-1165

MAILING ADDRESS

PO Box 155
Ridgeland, WI 54763

PHONE

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