

## **Overall GGC Questions**

**How do I become a member?** This is important. Please take the time to come to the office and become a patron. If you need further assistance, please contact Ralph Fry (GGC Controller) at 419-598-8015.

- **Fees** - 1 time \$50 charge for one share of Common Stock (only 1 share needed per customer). Based on FY 21/22 patronage, if you would have delivered 500 bushels, your fee would be paid off!
- **What paperwork is required?** Paperwork needed consists of a W9 form for tax purposes to report patronage earnings on a 1099R at the end of that tax year.
- **What if we have an LLC, how does that work?** – It's best to have the members of the LLC purchase a share of Common Stock in their individual names, we then can setup the splits of the business the LLC does in the patronage program to pay the individuals directly based on the business run through the LLC. This enables everyone to receive the correct percentage based on the LLC's design. Moving forward, if someone is exiting or entering the operation, GGC can adjust the percentages accordingly to the LLC's new members.
- **Can landlords be patrons?** – Yes, as long as the landlord is marketing grain under their name with GGC. If a landlord is cash rent, then there is no need to be a patron.
- There is a patronage tab on our website, towards the top right of the site (image of a hand holding a plant). Please click on that tab as it will also answers some questions as well as give you some historical data on a patronage payout that we are very proud of us a company.

**Are the employees staying the same in Glandorf?** All employees were given the opportunity to make a transition into Gerald Grain Center. There was some turnover, but we are fortunate and excited that most of the employees you have come to know and respect, will be making the transition over to GGC. Brad Dailey will transition into the location Manager as Chuck moves on to bigger and better things in retirement!

**Will Glandorf Feed Co. be changing their name?** Yes, beginning on Sept 14<sup>th</sup>, 2022, Glandorf Feed Company will officially become part of the Gerald Grain Center, Inc family. The grain division will fall under Gerald Grain Center and the Feed Division will be known as GGC Feeds.

**Does GGC have a website?** [www.geraldgrain.com](http://www.geraldgrain.com) - Beginning Sept 14, when you try to access Glandorf Feeds website you will automatically be sent to Gerald Grain homepage. Please take the time to look over our website for general information. We would ask that moving forward you just go directly to [www.geraldgrain.com](http://www.geraldgrain.com)

- **We also have an app for smartphones – Gerald Grain Center**

**Will you be changing daily hours?** Hours will be updated to match all other GGC offices on Oct. 1, 2022.

- **What will those hours be?** 8-4:30 Mon - Fri, except for fall and wheat harvest hours. Fall/wheat harvest hours will be determined by Brad Dailey and the office staff. Harvest hours vary from location to location.

**Does GGC send out text alerts?** Yes, please contact your local branch. All we need is your phone number and service provider. We send out Morning, afternoon, and evening grain prices, as well as important notifications regarding hours. For example, during harvest we will send out daily location hours.

## **GRAIN QUESTIONS**

**What is patronage payout eligible?** Delivered grain to any GGC location, Drying and Storage. Bushels delivered are calculated on a cents/bu, while drying and storage is a percentage that is paid out. Final figures are based off a calculation run by our auditors. Net margins (or gross receipts less expenses) on the income tax basis are allocated to patrons based on their respective transactions with GGC. The net margins from grain sales are converted to a cents per bushel and patronage is paid to each patron based on their bushels sold to GGC at the cents per bushel rate. Net margins from drying and storage are converted to a % of total respective sales dollars and patronage is paid to each patron based on the dollars dried/stored with GGC.

**Are there non-patronage eligible bushels?** Yes, Direct ship bushels into a non-GGC location.

**Will my existing contracts transition over to GGC?** Yes, all your existing contracts will transfer from Glandorf over to Gerald Grain Center. There is nothing you need to do from a contractual standpoint.

**Does the patron have the ability to see contracts, tickets, AR, etc. online?** Yes, when you access our website in the upper right corner of the homepage you can click on GGC Login. From there you have access to your account. Please contact your local branch to sign up your account. You can also gain access from the smartphone app.

**Can existing Glandorf contracts be delivered directly to Hamler?** Yes, please communicate with your local office if you would like to deliver Glandorf contracts to Hamler.

- **Is there a premium?** Potentially. This is where communication is key. Depending on our bid structure between locations, there will be times when we are willing to pay a premium. If you would like to ship your bushels direct to Hamler, please have a discussion with our team.

**Does Gerald Grain Center do grain farm pick up off the farm?** Yes, please speak to your local branch for details.

**What happens to my grain I had stored at Glandorf?** All grain will automatically be transferred to GGC's books. No changes. Please be aware on delayed price contracts and storage contracts, we reserve the right to make changes to rates as the market dictates.

**Does GGC offer over the counter grain contracts?** Yes, we offer numerous grain contracts. If there is a contract you would like to have access to, please contact Brad at the Glandorf office or Lisa Mitchell at the main office to discuss.

**Does the patron have access to trading options?** Please contact Lisa Mitchell if you would like to discuss at 419-598-8015.

### **GGC FEED QUESTIONS**

**What happens to my existing AR balance and who should I make the check out to?** Your AR Balance will be rolled over to a GGC Feeds account. Payments will be made to GGC Feeds LLC. GGC Feeds terms are Monthly Billing with statements being sent out at the end of each month. All accounts will receive a 4% discount if paid by the 10<sup>th</sup> day of the month following the month of purchase. All accounts are due in full and payable on the last day of the month following the month of purchase.

**What is the finance charge for past due accounts?** Any account not paid on or before the closing date will be assessed a finance charge of 2.0% per month (24% per annum).

**What is the difference between Grain and Feed with the LLC, AR billing?** There will be two companies located in Glandorf. All grain will be under Gerald Grain Center Inc and all feed stuffs and account receivables will be ran under GGC Feeds LLC. GGC Feeds LLC is a wholly subsidiary of Gerald Grain Center, Inc but ran as a separate entity.

**Will GGC Feeds still sell Kalmbach Feed?** Yes, Kalmbach Feed products will continue to be offered at Glandorf as well as the GGC Feeds manufactured line, Sunglow, and Purina. There is a "Feeds" tab under "Divisions" on the homepage of our website which will give you access to the species we sell feed for, as well as the products we offer.

**Are the prices going to be changing?** Pricing changes daily but we hope to continue to purchase products at a competitive price with the opportunity to retail similar products at economical prices.

**Why won't you accept Grain Bank Oats?** Oats is not a commodity that is received by Gerald Grain Center. We want to provide customers with the best quality of products. It is our opinion that carrying a recleaned oat and to keep this inventory fresh and replenished will provide a better quality of feed.

**Will delivery rates be changing?** Delivery rates will be evaluated and assessed as we implement new ordering schedules to optimize our deliveries.

**How far will you deliver?** We can deliver feed up to 100 air miles from where it was manufactured. We will focus on farms that are within 50 miles of Glandorf and Archbold.

**Why is the minimum feed order only 500 lbs.?** This really comes down to the % of a mix in relation to the size of the mixer. Our mixer studies have shown that anything under 500 pounds in a 3-ton mixer, the mixing quality of the feed starts to diminish.

**Can I order feed and pick up the same day or at that moment like Glandorf Feed has been able to do?** We are asking for 24-hour notice so we can properly sequence manufacturing to keep good FSMA regulations. One thing to point out, we will be providing inventory that is pre-manufactured to provide like feeds for same day ordering.

**Will GGC Feeds require a lead time for bulk feed deliveries?** We will also require 24-hour notice on bulk orders.