

StateLine offers crop insurance for the 2008 year

By Paul Nerem, StateLine Cooperative Grain Management



We are truly *Real People*

who take *Real Pride* in

offering this *valuable service*

to our *member/customers*.

StateLine Cooperative is an established, licensed and certified administrator of federal crop insurance as well as a recognized crop/hail provider.

We are truly *Real People* who take *Real Pride* in offering this valuable service to our member/customers. The person you select to administer your federal crop program does make a difference.

With all of the changes brought about by the 2008 Farm Bill, it is extremely important that you have a federal crop program administrator who is knowledgeable of the changes and how they affect YOU and your risk management program.

SLC is proud to have Paul Nerem heading up our federal crop program. He is a fully licensed and federally trained professional. Paul not only knows the federal crop program thoroughly, but is also your best source of information regarding how the new Disaster Program (S.U.R.E.) and the new optional A.C.R.E. Program (subsidy program) fit with your overall risk management plan.

SLC and Paul have a large support staff with over 100 years accumulated experience in the federal crop field. This ensures the accuracy of administration that is very important to you. Last season, this team of professionals identified existing issues for SLC customers that would have cost several thousands of dollars in unpaid claims if they had gone undetected.

It's important to have a licensed and federally trained federal crop administrator, such as Paul Nerem, working for YOU.

Important fall safety tips

By Dean Holland, StateLine Cooperative Safety Coordinator

These are just a few safety tips to keep in mind as you approach your work this fall. Take your time and have a safe harvest season.

- **Good Housekeeping:** Always sweep up spilled grain and pick up shovels and rakes to eliminate trip and fall hazards.
- **Guards and Shields:** Make sure all safety devises are in working order. Guards and shields are in place.
- **Lock-out Tag-out:** Make sure to de-energize whatever piece of equipment that you may be working on; e.g.: Grain leg to Combine header; Block or lock up cylinders before crawling under a piece of equipment.
- **Bin Entries:** Make sure another person is with you at all times. Lock-out equipment. Have a life line secured to the person entering the bin. Check air quality before entering.

- **Climbing Bins and Equipment:** Use the three point rule while climbing ladders, e.g.: two hands and two feet, three of the four. Make sure all rungs are in good shape. Wear proper foot wear.
- **Clearance of Equipment:** Know the clearance height of your equipment. Cable TV lines and many power lines may be lower than they should. So pay close attention when moving equipment from location to location.
- **Night Hauling:** Make sure all lights are in working order. Use portable flashers on wagons or equipment that are not equipped with lights. Having someone follow behind with a car or pickup is also a good idea.



Today

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CONTACT:

515-924-3555

P.O. Box 67

120 Walnut St.

Burt, IA 50522

www.statelinecoop.com

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Board Chair Larry Bierstedt retiring

Larry Bierstedt, who has served StateLine Cooperative as its Board Chair since its inception in 1996, will retire from the board of directors at the annual meeting. The retirement is directed by StateLine Cooperative's Articles and Bylaws, which state: "a director can serve a maximum of three, four-year terms on the StateLine Cooperative Board." Larry has reached the end of his final term.

"Larry was instrumental in participating in the vision of what our local producers needed in a cooperative to serve their needs," says General Manager Larry Sterk. "Larry saw the need to combine the assets and talents of the six original cooperatives that formed StateLine Cooperative to build a base that today can serve customers in these volatile times of unprecedented grain prices and crop input costs."

Not only was Larry the board chair and part of the leadership team that formed SLC, he served on the Fenton Cooperative Board and the Fenton Telephone Board prior to serving on the StateLine Cooperative board of directors.

StateLine Cooperative thanks Larry for his cooperative leadership. "Even though he has served the full term limits of SLC, I am confident that Larry will continue to be a leader in the cooperative system and a strong advocate for the farmers he has served," Sterk adds.

SLC Nomination Committee seeks candidates

The nomination committee has been selected and is working on a slate of nominees for StateLine Cooperative Board of Directors. The membership will vote on the nominated candidates prior to annual meeting.

Nomination committee members are Lawrence Sukalski, Jim Kuecker, Dean Beenken, Mark Wiesbrod, Lynn Bierstedt and Duane Seegebath.

The terms of Jim Crawford, Mark Dahl, and Kim Ruby are up for election. Larry Bierstedt will retire at the annual meeting from his post on the board.

A slate will be finalized shortly. A ballot listing the candidates will be included with the annual meeting notice scheduled to be sent out around Nov. 10. You will be able to mail your ballot in, drop it off at any StateLine Cooperative location or present it at the annual meeting. The SLC board thanks the nomination committee for putting together a slate of qualified candidates for its board of directors.



Fiscal Year 2007/08 financial summary

By Larry Sterk, StateLine Cooperative General Manager

StateLine Cooperative’s fiscal year ended Aug. 31 and we are pleased to report record earnings. At press time the financial audit was underway and internally we are reporting pre-audit record total company earnings.

Local earnings are well ahead of budget and should be close to one of the highest local earning years SLC has ever had. Member equity will increase over \$2 million dollars. Return on equity over 20%, long term debt to assets dropped from 8.6% to 6.5%, working capital increased \$3.7 million dollars, and long term debt to total equity dropped to 26.3%. These numbers will be verified at the annual meeting in November.

As you can see, SLC continues to build a strong balance sheet to protect your pre-pays and deferred payments to make sure they are secure. We have completed our annual financial renewal with CoBank and are ready for the 2008/09 fiscal year. Your cooperative is financially well positioned to not only secure your product needs but to have them available to you when you need them.

Annual Meeting set for Nov. 24

As we celebrate the conclusion of another fiscal year for the cooperative please mark Monday, Nov. 24, 2008, on your calendar for StateLine Cooperative’s 12th Annual Meeting. We will conduct the meeting at the Burt Community Center starting with refreshments and distribution of patronage checks at 9:30 a.m. The meeting will convene at 10 a.m. with the fiscal year 2007/08 financial report, manager’s report and director election results.

SLC Bancroft condos units sold

We are pleased to report that the two condo storage units we built in Bancroft when we operated the lumber yard have been sold.

Exciting year for your cooperative

This has been a year for the record books. As grain prices, crop input, and energy costs rose to levels we never dreamed of, your employee team stepped up to the plate to manage these risks and put a profitable year together. You have good leadership in all your departments with the integrity and desire to have good employees and equipment to provide you the service you need. What is interesting is that as we look into the future, I see more



StateLine Cooperative launched a new brand and communications initiative during 2008. All StateLine Cooperative employees attended training to learn how they can be extensions of the SLC brand to customers and the community. Kristine Thompson, director of communications for CHS, led the employee sessions.

challenges as we navigate these volatile times. When I go home at night and I think about all the challenges, operations, and issues effecting agriculture, it is comforting to know that those areas are being handled by qualified employees and they will do the best they can to protect your investment in SLC and provide you the service and products you need, when you need them.

I cannot emphasize enough how important you, the customers, are to StateLine Cooperative. We are in a people business. It is the employees and customers, together, who make up the culture of our business. It is the dedication of the employees and the loyalty of our customers that separates SLC from other ag companies. This relates to our tag line that we made on our SLC logo of “Real People, Real Pride.” You can be proud of what the directors and employees have done in forming this cooperative to serve your needs. The customer is “King.” We appreciate your business and look forward to serving you long into the future.

“Committed to Working and Growing Together for the Future.”

Seed News

By Steve Mulligan, StateLine Cooperative Seed Sales Manager



At dent stage:

The milk-line can be seen at the top of each kernel and will move toward the kernel tip as the kernels mature

Kernel numbers are set, but weight can be reduced.

At early dent, the moisture in the kernel is about 50%, and a hard frost can reduce yields by 20 to 25%.

At late dent, kernel moisture is about 40% and a hard frost would only reduce yields by 5 to 10%.

Harvest time is near, and it seems as if we just finished replanting. This season was unforgiving. With fall here, many of us are wondering what it will take to maximize yields from this date forward. According to the recent USDA report we are about two weeks behind the five-year average. In Iowa, at press time only about 12% of the corn crop is ready for a frost, and the balance of the corn is in the early dent stage.

In StateLine Cooperative’s area in northern Iowa and southern Minnesota, I would say our corn is at the early dent stage, which means in order to maximize our yields, we need to avoid a frost until about the first full week of October.

With this said, we hope for the remaining September days to be warm, as well as the first few weeks of October, so we can maximum yields.

There will be many seed companies out and about selling seed this fall and winter, but before you make any decisions, think about the 7 R’s! Your agronomy sales team at StateLine Cooperative attends three sessions of Answer Plot Training each summer so we can help you determine your 7R’s.



Things to think about while harvesting this fall: The 7R’s

1 The Right Genetics with

2 The Right Traits on

3 The Right Soil at

4 The Right Population in

5 The Right Crop Rotation with

6 The Right Crop Protection and

7 The Right Nutrient Management

Plot Tour door prize winners		
Thanks to all of our customers who were able to attend StateLine Cooperative’s Big Event and our other Plot Tours. Here is a list of the door prize winners from the Big Event:		
80 acres 4.4 Grid Samples	Gene Busch	Ledyard
80 acres 4.4 Grid Samples	Glen Olson	Ringsted
40 acres Fall Custom Application of NH3 and N-serve	Duane Habeger	Burt
40 acres Fall Custom Application of NH3 and N-serve	Ron Gray	Titonka
40 acres Fall Custom Application of NH3 and N-serve	Scott Weisbrod	Ringsted
3 units Croplan Genetics Seed Corn	Don Jensen	Ringsted
3 units Dekalb Seed Corn	Mark Larson	Ringsted
3 units Mycogen Seed Corn	Dewight Dorenbusch	Lakota
3 units NK Seed Corn	Duane Seegebarth	Lone Rock
3 units Stine Seed Corn	Gerald Langerman	Fenton
50 units Warden RTA Seed Treatment	Lynn Bierstedt	Lone Rock
50 units Warden RTA with Optimize	Kim Ruby	Lakota
12 units Croplan Seed Beans	Nate Beenken	Ledyard
12 units Asgrow Seed Beans	Harold Wagner	Ringsted
12 units Nutech Seed Beans	Paul Harrington	Woden
12 units Atlas Seed Beans	Larry Jensen	Ringsted
12 units Latham Seed Beans	Jerry Kessler	Burt
12 units NK Seed Beans	Steve Cherland	Burt
12 units Stine Seed Beans	Lowell Jensen	Swea City

With the brands your cooperative offers, along with every trait offered, we can put the right program together for your farming needs. More times than not, a glyphosate triple stack is being planted. While these are very good traits, you also need to know which genetic type works best with this trait, and on what type of soils and what type of fertility that a specific genetic type works best. Your local StateLine Cooperative agronomist knows your fertility, soil types and the genetics it takes to help you maximize your bottom line.

Ask about the 24+ program, Bulk Soybean program offered this year along with very attractive prepays and programs available by your Cooperative this season.

StateLine Cooperative Seed Department thanks you for your support, have a safe harvest.