



**GOLD-EAGLE  
COOPERATIVE**

www.goldeaglecoop.com



# THE PERSPECTIVE

## SUMMER/FALL 2021

### INSIDE THIS ISSUE

Officers and Directors.....	2
Versova Picnic.....	2
Gold-Eagle/Corn LP Family Picnic ..	3
The Future of GEC Feed Manufacturing .....	4
Gold-Eagle Gives Back .....	4
Member Driven, Employee Focused, and Service Oriented .....	5
Pre and Post-Harvest Assistance & Post-Harvest Grid Sampling .....	5
Ethanol Q & A.....	6-7
Soybean Cupping, Rootworms, and Yields – Oh My! .....	8
Micronutrients and Sulfur.....	9
Gold-Eagle Gives Back .....	9
Meet Board Member Laurie Johnson of Belmond.....	10
Lock in Fuel for '22 .....	10
Exciting New Options for Grain Patrons .....	11
Galbraith .....	11
Governor Reynolds Signs Harvest Proclamation .....	11
2021 Fall Harvest Policies .....	12-13
Gold-Eagle Scale Times .....	14
Meet Board Member Jon Nissen of Renwick .....	14
Meet Kyle Greiman .....	15
4th Annual Gold-Eagle Golf Outing ..	15
Check Out Our New Mobile App ...	15
Gold-Eagle Gives Back .....	16

## LOCATIONS

Galt 515-825-9673	Holmes 515-825-9675
Clarion 515-532-2881	Hutchins 641-843-3828
Corwith 515-583-2462	Kanawha 641-762-3251
Eagle Grove 515-448-4775	Livermore 515-379-1843
Eagle Grove Feedmill 515-448-5392	Renwick 515-824-3214
Galbraith 515-825-9695	Thor 515-378-3314
Goldfield 515-825-3161	Titonka 515-928-2272
Hardy 515-824-3221	Wesley 515-679-4272
	Woden 641-926-5301

## Building, Demolishing, Adding, and Communicating to Better Serve our Members

It is hard to believe that summer is beginning to wind down and harvest is in full swing. Gold-Eagle has been able to accomplish quite a bit in the last few months; the weather has been great for the various construction crews working on facility improvements at several of our locations. In Woden, the new 750,000 bushel bin is up and the scale project is now completed. We look forward to the time efficiency and truck flow improvements this scale project brings. The Clarion greenfield site is making progress daily with B&E Construction keeping very close to their projected timeline. We are proud to be able to update our facilities and expand our storage capacities in order to



**Construction on the new scale in Woden, now complete.**



**Progress is being made at the greenfield site north of Clarion.**

keep up with our patrons' ever growing operations.

While several new projects are being built, Gold-Eagle also demolished some older structures in both Clarion

and Kanawha this spring. Safety concerns were the main driver for these decisions and we were able to recycle some of the concrete and use it in the driveways at the new Clarion site.

Yet another way we hope to better serve our customers comes in the form of adding the location of Galbraith to our fold. We have brought on a great team of employees, as well as over 3 million bushels of storage capacity. The location fits in perfectly with our Gold-Eagle footprint, so it's an area we are already comfortable in and we look forward to expanding our business there.

Gold-Eagle had a very busy and productive spring; especially the agronomy department as people are spending more on inputs with the continuation of strong grain markets. It feels good to know we are providing value to producers and are able to help find the right products to improve the overall operation and, most importantly, yields.



**CHRIS BOSHAART,  
GENERAL MANAGER**

CONTINUED ON PAGE 2

## GOLD-EAGLE OFFICERS AND DIRECTORS

### PRESIDENT

Jeff Morris  
Wesley, Iowa  
Term Expires 2022

### VICE PRESIDENT

Tracy Studer  
Wesley, Iowa  
Term Expires 2022

### SECRETARY-TREASURER

Laurie Johnson  
Belmond, Iowa  
Term Expires 2021

### DIRECTORS

Wendell Christensen, Jr.  
Wesley, Iowa  
Term Expires 2023

Peggy Erickson  
Eagle Grove, Iowa  
Term Expires 2021

John D. Myers  
Hardy, Iowa  
Term Expires 2021

Jim Moore  
Clarion, Iowa  
Term Expires 2022

Jon Nissen  
Renwick, Iowa  
Term Expires 2021

Brian Spellmeyer  
Dakota City, Iowa  
Term Expires 2023

Kevin Steenblock  
Kanawha, Iowa  
Term Expires 2021

Aaron Thompson  
Kanawha, Iowa  
Term Expires 2023

Justin Ullmann  
Woden, Iowa  
Term Expires 2022

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Speaking of bringing value, we have really enjoyed hosting the customer appreciation luncheons this summer and have had some great conversations with many of our patrons. It has been so nice to get back to a little bit more “normal” post-pandemic as we have more in-person get-togethers. In that same respect, we were also able to do an in-person location tour with the board of directors and leadership team. This was a welcome change after last year’s virtual tour. Each location leader was able to tell the group about that location’s employees, storage, drying

capacities, strengths, and opportunities. This was a great time to check out the progress of some projects and the completed construction on others while spending time discussing future possibilities for Gold-Eagle Coop.



Adam Goodell, Thor Manager, kicked off Gold-Eagle’s summer of customer appreciation meals in June.



Kelly Raasch, Holmes Manager, wrapped up the summer of meals with a great turnout.

## Versova Picnic

Gold-Eagle Coop is always looking for ways to interact and engage with our customers. Versova, the management umbrella that encompasses Center Fresh (Sioux Center), Centrum Valley Farms, Iowa Cage Free, Trillium Farm Holdings (Ohio), and Hawkeye Pride, partnered with Gold-Eagle to host a

family picnic for the employees of the three local Versova companies. These farms are a large part of Gold-Eagle’s feed and grain origination businesses and we were thrilled to come together with the employees and their families for an evening of fun, food, and conversation.



Brad DeVries and Chris Boshart, along with their families, shucked 720 ears of corn for the picnic.



# Gold-Eagle/Corn LP Family Picnic

Gold-Eagle Coop and CORN, LP hosted a company family picnic event in August. A large portion of our employees were able to get together for the first time since our unification with North Central Cooperative for a night of fun and games.

The picnic pitted locations against each other in a spirited competition to crown a "location winner". Obstacle course races, wrecking ball arena, pony hop races, pie eating contest, cornhole tournament, cookie baking contest, and a bubble soccer tournament proved to be fun for all ages. A great time was had by all and it was an incredible evening of getting to know our coworkers and their families outside of work.



**Chris Boshart, Boone Morgan, and Shane Davis play bubble soccer.**



**An intense pony hop race – Josh Winters (Livermore location) was the evening's Pony Hop champion**



**Over 30 teams signed up to participate in the cornhole tournament during the family picnic. First place winners were Darren Fritz (Goldfield location) and his daughter Taylor.**



# The Future of GEC Feed Manufacturing

At Gold-Eagle Cooperative, we are looking into our future of feed manufacturing. The Gold-Eagle feed team is working to build on and refine Gold-Eagle Feed as a long-term sustainable and profitable branch of Gold-Eagle Coop. A lot of pieces go into this process; the key components are people, money, and machines.

**A further breakdown of some of the pieces we're talking about are:**

- Visionary leadership with strong support from upper management and the board of directors
- A career development strategy that builds our 'bench'; to develop and recruit our next leaders and key personnel
- A solid and economically profitable business plan developing 'partnerships' with existing customers and new customers to create growth
- Remaining open-minded and looking into new ventures and opportunities that could make Gold-Eagle more diverse
- Continue to modernize and update systems, people, and processes to meet the fast-changing environment we presently compete in

We have made progress in a number of areas. Thanks to the board's support, we are updating our feed manufacturing automation; this will help us be more efficient in transferring rations, creating work orders, ensuring

precise inventory control, and improving on our excellent track record of accuracy.

Thanks to our board and management's investment into scholarships benefiting students in the ISU Feed Science and Grain Complex, we get a front row seat in recruiting and interning our next generation of leaders. Gold-Eagle has developed a solid reputation as a feed manufacturer. We are manufacturing feed for a number of local pork producers, as well as five of the top six swine producers in the U.S.. We also manufacture chicken feed for one of the largest egg layer organizations in the country.

As Gold-Eagle's feed business continues to grow and develop, we need to continue to make sure that we are equipped with the manufacturing capabilities, facilities, and capacity to meet the growing demand. Gold-Eagle presently has our main mill in Eagle Grove, where we specialize in swine nursery pellets, finishing pellets, meal feed, and some layer feed. Gold-Eagle also has our original mill in Goldfield; this mill was a workhorse before the addition of the Eagle Grove mill. Having said that, it is also getting tired. We have determined that we will need to replace that capacity with new manufacturing capacity in the not too distant future. We acquired the Galt mill with Gold-Eagle's unification with North Central Cooperative. Presently, this mill is only making layer and pullet feed, but it could be a two species mill with some renovation.

That brings us to the future; Gold-Eagle is investigating the possibility of a new feed mill. Many factors have to be considered, one is location. Should it be where our potential growth is developing or where our customers are? Does the site have easy access to grain? Does it offer adequate utility services such as water, electricity, and natural gas? Our next questions involve capacity and capabilities. We know that we need to pick up the tonnage presently in Goldfield and we know that we will be making additional layer feed in meal and additional swine feed in pellets and meal form. We have a pretty good picture of the processes needed to accomplish this; the factors to consider for capacity are how many tons are available to optimize efficiency at the start and still allow for future growth.

While this venture would be a large investment for Gold-Eagle, we are excited about the potential to expand our already successful feed business, better serve our current customers, and add new ones. We still have a lot of work to do to ensure we are in the right position for this new venture and we look forward to keeping you in the loop.



**BRAD DE VRIES,  
FEED DIVISION  
MANAGER**

## Gold-Eagle Gives Back

Representatives from Gold-Eagle attended the county fairs in Wright, Humboldt, Kossuth, and Hancock this summer. They handed out over 200 drawstring bags and gave away two bikes at each of the four fairs. Congratulations to the winners of the bikes at each fair!

**Nick Torkelson,  
our Thor location  
agronomist,  
pictured with  
one of the bike  
winners at the  
Humboldt County  
Fair.**



# Member Driven, Employee Focused, and Service Oriented

Agronomists are like pharmacists - hear me out. We take the time to analyze your operation, and your individual fields, to come up with the best application (prescription) plan tailored to what your soil needs. We pride ourselves on offering quality advice and in being your trusted advisors. Using scare tactics or short supply tactics (i.e. buy now or it'll be gone or buy now before the price drastically increases) to get you to buy from us is not who we are. We work hard to alleviate these issues behind the scenes so that we can continue business as usual. We will continue to be upfront and sell you what you need, not what we need to sell. Keep in mind that as input costs continually increase, our advising

services remain free; take advantage of our expertise to ensure you get the most "bang for your buck" by applying the perfect prescription to your fields. Make sure you are planning ahead for next fall by applying this fall.

With all the changes going on around us, I want to take the time to remind you that our focus has not shifted. We continue to serve our patrons by providing credible, quality, individualized service, updating our locations and equipment to offer state-of-the-art facilities, and forging relationships and showing appreciation to our patrons by offering customer lunches throughout the summer, supporting our county fairs, and giving

back to our communities through the various fundraisers held throughout the year. We are so appreciative of the patrons who have supported Gold-Eagle Coop through thick and thin and we strive to continue to *earn* your business. We remain member driven, employee focused, and service oriented and that's not about to change.



**BOONE MORGAN,  
SALES MANAGER,  
AGRONOMY DIVISION**

## Pre and Post-Harvest Assistance & Post-Harvest Grid Sampling

If you are in need of assistance with your Yield Monitoring equipment, please give me a call and I will do what I can to assist you. I have knowledge of most name brand monitors and am willing to help you out with your needs. Make sure you take the time to calibrate your Yield Monitors for each crop. This is essential to having yields close to what you are achieving. There are tools that we can utilize in our mapping program to correct your yield data if you haul loads across a scale or to the Elevator.

Make sure to arrange your post-harvest grid sampling with your local salesperson as soon as possible! Grid sampling right after you harvest your fields is a very important step that will help you efficiently put fertilizer where you need it. pH issues are the main reason to take a 2.5 acre grid sample, as there is a significant return in investment on your fields where low

pH is tying up your other nutrients to the plant. This can be corrected by a Lime application in these areas of the field. Potassium (K), Phosphorus (P), and also Micronutrients such as Zinc (Zn) and Sulfur (S) are an added bonus; we can make a solid plan for you with the results.

We recommend that you grid your fields every 4th year; that way you get an updated set of recommendations as your nutrient strengths/needs have surely moved around. Spread your grids out by doing a ¼ of your fields yearly; this will spread out your expenses for the grids. It is helpful to figure your Grid expense into your fertility plan so that you plan the expense and don't view Grids as an "add-on".

**Please don't till your fields until we have the Grids taken and fertilizer applied.** Studies have shown that your sample results will be skewed because

of tillage. This is due to the fact that you disturb the top 6-9 inch profile and will test differently from the normal left alone topsoil. Also, it is very rough and tough on our machines and applicators and our people soil testing! Thanks for your patience and understanding on this! Have a safe harvest and **THANK YOU FOR YOUR BUSINESS!**

*\*Gold-Eagle takes your private field information seriously and we do not share anything with anyone without your permission!\**



**BRUCE BURNS, EAGLE  
VISION PRECISION  
FARMING SERVICES**



# Ethanol Q & A

with Grant Menke, Market Development Director, and  
Kelly Niewenhuis, farmer and ICPB President from Primghar, Iowa.



**“As a farmer, it’s exciting to have a seat at the table in many discussions on how to expand ethanol use not only in Iowa, but across the county and world.”**

**One of the top markets for Iowa’s corn farmers is ethanol. What work is Iowa Corn Promotion Board investing in to maintain and build demand for corn ethanol?**

As ethanol remains a top market for Iowa’s corn farmers, growing demand for ethanol remains a top priority for the Iowa Corn Promotion Board (ICPB). ICPB’s commitment to increasing corn grind through the ethanol market has been demonstrated by significant investments in higher blends infrastructure, exports, new uses and consumer education.

On higher blends infrastructure, ICPB has continued to partner with the Iowa Renewable Fuels Association on a fuel

retailer outreach program to assist Iowa retailers in expanding E15, mid-level blends and E85 availability through participation in cost share programs such as the Iowa Renewable Fuels Infrastructure Program, the Iowa Renewable Fuel Retail Recovery Program and USDA’s Higher Blends Infrastructure Incentive Program. This retailer outreach program has led to hundreds of cost-share awards to Iowa retailers that have given Iowans more choices at the pump for more affordable, cleaner burning, higher performing ethanol blends.

On exports, ICPB has dedicated significant funding to support the U.S. Grains Council (USGC) and its mission of developing export markets for corn, including ethanol. Through this partnership with USGC, international

shipments of ethanol have tripled since 2010, totaling 12 billion gallons of U.S. ethanol exports (equivalent to over 4 billion bushels of corn) over the past decade.

ICPB also continues to pursue new sources of demand for U.S. ethanol. One promising opportunity ICPB is supporting is ClearFlame Engine Technologies, an innovative company that will adapt diesel

engines to use 100% corn ethanol. Through ClearFlame's disruptive technology, diesel engines will be able to achieve net-zero CO<sub>2</sub> emissions, a lower cost per mile driven and no compromise on power, torque or efficiency. ICPB is proud to partner with ClearFlame and other new initiatives that will increase corn grind.

Finally, ICPB remains laser focused on consumer education to increase marketplace acceptance and support higher blends of ethanol while growing demand. For example, through the "Stronger Together" campaign, ICPB is using multiple traditional and social media strategies and tactics to encourage Iowans to support local farmers by choosing Unleaded 88/E15 at the pump. These consumer-focused efforts will be key as the availability of higher ethanol blends continues to accelerate in the months and years ahead.

"As a farmer, it's exciting to have a seat at the table in many discussions on how to expand ethanol use not only in Iowa, but across the county and world," said Kelly Niewenhuis, a farmer from Primghar, Iowa. "I sit on the Renewable Fuels Infrastructure Board and see all of the

demand from retailers and opportunities her in Iowa to sell higher blends of ethanol to consumers. I also sit on the ICPB and we are constantly looking for how to get more of the gas tank to be homegrown, ethanol fuels."

### **All we hear about is EVs in the news today. What's the reality of the adoption of EVs?**

While several automakers have recently made ambitious and aspirational announcements to dramatically increase electric vehicle sales while reducing the production of gasoline vehicles, the reality today is that electric vehicles make up only 0.6% of light duty vehicles on the road. Sales of EVs are certainly growing, but in 2020, only 2% of cars sold in the United States were electric vehicles, and the Energy Information Administration projects that EVs will make up only 20% of new car sales in 2050. If we as a nation are serious about carbon reduction and climate change solutions, we need to increase the amount of ethanol in gasoline, which would provide immediate, significant, and affordable GHG reductions. We can't wait until

2035, 2040 or 2050. Ethanol is the carbon solution we need now.

"Ethanol is a fuel here today. There is research proving that E15 decreases green house gas emissions by nearly 50% over gasoline. We need to embrace the fuel available today that is affordable, clean burning and better for our state," said Niewenhuis.

### **Is there any opportunity for EVs and higher ethanol blends to exist together?**

There is certainly a place for electric vehicles in the future vehicle fleet, but affordability concerns, range limitations, charging infrastructure hurdles and other logistical challenges may minimize the practicality and appeal of battery electric vehicles. One way in which EVs and biofuels could work together constructively toward the goal of carbon reduction would be through plug-in hybrid electric vehicles with flex-fuel capabilities. A hybrid vehicle propelled by both a plug-in battery and an E85-powered engine would offer significant emissions benefits along with much greater range than a battery-only electric car. ●



**For more information go to [iowacorn.org](http://iowacorn.org) or contact District Field Manager Joni Erwin at (515-229-7120) or by email at [jerwin@iowacorn.org](mailto:jerwin@iowacorn.org)**

# Soybean Cupping, Rootworms, and Yields – Oh My!

It's been an interesting year. I think it will probably be remembered as a dry one and hopefully, come fall, we all look at each other and wonder how we got as many bushels as we did when it was as hot and dry as it was.

Here's an interesting topic/review of the season besides the weather: soybean cupping. For some, this has once again been a very emotional topic. I am not going to say we should all plant Dicamba soybeans or 2,4D soybeans; I think it is wrong to be pressured into doing something like planting one or the other just because your neighbor does. Off target movement and pointing fingers is never a good thing amongst neighbors. As far as the cupping, it was true there was a lot of cupped soybeans. As for the cause, be it drift, volatilization, or, in other words, off-target movement, it can be argued from several different points of view as to the cause. The volatilization of product hours after the application - can we say that is the applicators fault? Can we prove that it was the volatilization from one single field or many in a given area? Or can we be confident that it was a volatilization issue? If you followed the label, is it your fault? The use of different surfactants and tank mix partners were targets of the finger pointing. Even spray tank contamination was an area that never escaped a root cause investigation as to what happened. Are there clear

answers to the problem? The answers seem to be as complicated as the causes themselves.

We all heard the new phrase "environmental loading". I don't have a good way to explain other than what the words would imply. Will we see huge impacts on yields? That question or uncertainty is what adds to the high emotion of having a soybean crop cupped over every acre of a field. Hopefully we find that the cupping has as little impact on yield as the yield impact you get when you spray with a product that turns the soybeans to a brown crisp. What changes will be made? I don't think there will be any; we will all be more cautious when applying and hopefully the number of cases get fewer with the more experience we get using these products. I don't think going away from products with Dicamba or 2,4D will be a popular option, as we can all attest to the fact that other weed control options have become less and less effective. There are plans to have a soybean with a stacked Dicamba and 2,4D trait. A lot of politics behind the advancement of this I am sure and many years down the road before we see such a product hit our fields.

Alarming news in corn - rootworms! We continue to hear more and more talk about finding high populations in corn on corn fields and even in rotated fields. It also seems we are seeing a lot longer larva hatch. Rootworm damage

is definitely more impactful in a dry year as compared to a wet year. If we could see rootworm damage as easy as we could see soybean cupping, I think the issues we are having with rootworms would way overshadow the issue we have seen in soybeans. Good news on the rootworm front, is that Bayer does have a new rootworm trait that is showing a huge amount of promise: SmartStax Pro. We will start hearing more about this in the year to come and will see availability very limited in crop year 2023. As far as new ways to control rootworms, nothing has really changed. Knowing where your pressure level is and knowing if you can rotate into a non-rootworm product is the big decision we have to make.

As fall comes, I hope we all are impressed with what our crops added up to and come to appreciate, even more, the genetics and the research that goes into seed products that help alleviate stresses like drought. Seed is definitely a huge input and hopefully we can all appreciate that price we have all paid to experience the potential of the seed products we all currently use.



**CHRIS PETERSON,**  
**SEED MANAGER,**  
**AGRONOMY DIVISION**



**Josh Amonson and family of Woolstock**  
**loading the planter this spring.**

# Micronutrients and Sulfur

Are you a preventative micronutrient applier or do you wait to see deficiencies before determining what nutrients to use? I'd like to implore you to consider the benefits of being proactive rather than reactive when it comes to micronutrient application as it is going to be the best way to prevent yield loss and maintain plant health. Another thing I'd like you to consider is sulfur application on soybeans, not just corn. Legumes rely heavily on sulfur to facilitate nitrogen fixation. As you can see in the table

below, a soybean plant's response to sulfur is even higher than what we would see in corn. Sulfur will promote the formulation of nodules, supports symbiotic nitrogen fixation, and enhances nodule metabolism. There are different forms of sulfur application for soybeans that Gold-Eagle will be testing, so stay tuned for our results. Microsync Pro offers a combination of micronutrients to be blended with your NPK granular fertilizer to provide sulfur, zinc, manganese, and boron (all rated as either medium or high in nutrient

response in soybeans). As always, please reach out to your trusted agronomy advisor to help you determine the best blend of nutrients for your individual fields.



**BOONE MORGAN,  
SALES MANAGER,  
AGRONOMY DIVISION**

## NUTRIENT RESPONSE

	Sulfur	Calcium	Magnesium	Zinc	Iron	Manganese	Copper	Boron	Molybdenum
<b>Corn</b>	Medium	Low	High	High	Medium	Medium	Medium	Low	Low
<b>Soybeans</b>	High	Medium	High	Medium	High	High	Medium	High	High

# Gold-Eagle Gives Back

Brad De Vries and Elizabeth McOllough represented Gold-Eagle Cooperative at both the Eagle Grove and Clarion Chamber Golf Outings this summer. Their "spin-to-win" wheel was a hit again this year with golfers who paid \$20 a spin for a chance at a hole-in-one score on that hole and other fun prizes. All proceeds from the Eagle Grove outing were split between the Eagle Grove Food Pantry and Upper Des Moines Opportunity and the proceeds from the Clarion outing went directly to First Lutheran Food Pantry in Clarion. With the support of Land 'O Lakes and CoBank, Gold-Eagle Coop

presented the Eagle Grove Pantries with \$2,500. With the support of Land 'O Lakes and the James R. Johnson Trust, Gold-Eagle Coop presented First Lutheran Food Pantry with \$3,600. These organizations are vital to our communities and Gold-Eagle is proud to support them in their mission to serve those people and families who are food insecure. There are already more ideas in the works, so be sure to watch for opportunities to help us support organizations in Humboldt, Kossuth, and Hancock counties next!



**Gold-Eagle's Brad De Vries and Elizabeth McOllough's golf outing booth to raise money for the food pantries.**



**Elizabeth and Brad pictured with the Orca cooler raffle winner, Philip Johnson (center).**

# Meet Board Member Laurie Johnson of Belmond: Striving to Keep GEC Forward-Thinking While Maintaining the Coop Culture

Laurie and her husband, Phil, have been married for 23 years and farm corn and soybeans west of Belmond. They have two children and three grandchildren who they enjoy spending time with.

## **Q: What's your farming and educational background?**

**A:** I grew up on a small farm in Hampton with five brothers and really enjoyed the rural life. With six kids, mom and dad kept us busy with three gardens and chores for an array of animals. We had several elementary classes come out to our farm each year for a field trip and my parents enjoyed sharing our world with others. I'm kind of a farm meeting junkie and strive to continue learning in this ever-evolving world of agriculture.

## **Q: How did you get involved with the co-op board?**

**A:** I was asked to run for the North Central Coop board and served for two years before the unification with Gold-Eagle Coop. The process to bring the two cooperatives together involved a lot of time and effort for both boards; we always felt the openness and honesty of the Gold-Eagle board from the first time we met with them. It definitely was a great decision as we combined the two entities.

## **Q: What has been one of the most eye-opening parts of serving as a board member?**

**A:** Being on the Gold-Eagle Board means looking at things through two windows; as a board member and as a member owner. As a board member, you have to be forward thinking to see how your decisions affect the business today and in the future with efficiency, enhanced safety, and strong financials, yet still keep the coop culture to serve the member owners.

## **Q: How has your service as a board member changed you?**

**A:** Being on the board for four years and serving as the current board secretary has been a great learning experience

and a privilege for me. There are a lot of puzzle pieces that all need to fit together to run Gold-Eagle Coop and our management team, employees, and board work together for the strength of the company. I have learned more details in agronomy, ethanol, feed, grain, transportation, fuel, management, and financials and the important part they each contribute.



## **Q: What excites you about the future of Gold-Eagle?**

**A:** I am very excited for the future of Gold-Eagle Coop. With the addition of the Galbraith location, the construction of the greenfield site north of Clarion, a new bin in Woden, and sourcing corn for Hawkeye Pride, we continue to keep all of our locations updated with technology and safe conditions for our employees and members. Chris and our management team have strived to let each employee know they are important. This shows in our reputation as a company and only builds strength for our member owners.

## **Q: What do you enjoy most about the annual board retreat?**

**A:** The annual board retreat is an in-depth time of strategic planning for now and the future of Gold-Eagle. I enjoy the analysis, information gathering, and discussions had by the board and management staff to look into the future. In February 2020, the retreat was held in Seattle and the pandemic broke out within days of us getting home. The meetings are always beneficial, but getting to know your fellow board members and management staff and their spouses on a personal level only strengthens the bonds you form to enable you to understand each other better as you work together to make the best decisions possible for Gold-Eagle Coop.

## Lock in Fuel for '22

Harvest has officially started and Nate and I have already begun planning to ensure we are able to meet all your fuel needs during this busy season. I do have some 2022 fuel locked in, so be sure to think ahead about what your needs for next year might look like also.

I'm pleased to report that bulk DEF sales have been going well and I'd like to encourage you to give us a call to set up an appointment if you are

interested in purchasing DEF – we'd be happy to fill your tote(s) for you.

As always, Nate and I truly appreciate your support and your business. We look forward to continuing to serve you. Please contact Larry at 641-425-2517 or Nate at 515-825-8813 for all your fuel needs and visit <https://www.goldeaglecoop.com/bulk-fuelprices/> to check out current bulk pricing.



**LARRY WEIDEMANN,  
PETROLEUM  
MANAGER**

# Exciting New Options for Grain Patrons

Direct deposit is now available! Save your trips to the bank while you are busy this fall by signing up for this service today. If you are interested in signing up for direct deposit, please stop in at your nearest location to fill out the necessary paperwork. We will need a voided check or please have your bank routing number and account number with you.

Signing up for direct deposit does not mean you cannot receive a check should you prefer; each time you sell grain, please alert the person writing the check as to how you would like to receive payment. Funds transferred via direct deposit may take one or two days to be available in your bank account and holidays/bank holidays

New Offer

Select an elevator and a location

Company  
Gold-Eagle Cooperative

Location  
CORWITH

Commodity  
CORN

Delivery  
August 2021

Next > Enter Price and Quantity >

could result in a delay of two regularly scheduled business days.

The grain team is also excited to announce a new online grain offers system (on the new, updated website) through Barchart that will replace the current DTN offers system. If you were previously signed-up with or using DTN for offers, you will need to re-register with Barchart by going to the online offers link on Gold-Eagle's website grain tab or downloading the app by searching Gold-Eagle Cooperative within your phone's app store. Barchart has synced with our farmer information data so just enter your email and you

New Offer

Location & Commodity

Commodity	CORN August 2021
Location	Gold-Eagle Cooperative (CORWITH)
Location Bid	5.88 (0.45)
Futures Price	5.4275

Offer Type  
Spot

Bushels  
250

Price

Offer Expiration

Notes

< Change Location Finish: Preview My Offer

will get a verification code emailed to you to finish signing up. You'll also be able to view quotes (ten minute delay) and real time weather information via the app.

Please feel free to give a member of the grain team a call for any assistance you may need in getting set up and/or working with your offer(s) – we are happy to help!

As a reminder, please head in to your nearest location to pick up load information sheets to have in your truck windows as you deliver grain this fall – these are especially important when splits are involved. These cards help the scale operators immensely; especially when there are people filling in who may not be as familiar with who/what farm you are hauling for. Have a safe harvest!



**DAVID DOLAN,**  
**MERCHANDISING**  
**MANAGER**

## Galbraith

Gold-Eagle Coop is excited to officially announce the addition of our newest location, Galbraith. Located at 1501 150th Street in Lu Verne, Galbraith became part of Gold-Eagle on August 1st. This location brought with it four employees and approximately 3.5 million bushels of storage space with very efficient loading and unloading capabilities.

Galbraith will be able to take grain this harvest under your Gold-Eagle account. All contracts will be deliverable to and paid for by Gold-Eagle with patronage. Please call the Goldfield office at 515-825-3161 with any questions related to grain sales or deliveries to Galbraith.



## Governor Reynolds Signs Harvest Proclamation

Gov. Kim Reynolds signed a proclamation relating to the weight limits and transportation of grain. The proclamation is effective immediately and continues through October 17, 2021. The proclamation allows vehicles transporting corn, soybeans, hay, straw, silage and stover to be overweight (not exceeding 90,000 pounds gross weight) without a permit for the duration of this proclamation.

This proclamation applies to loads transported on all highways within Iowa (excluding the interstate system) and those which do not exceed a maximum of 90,000 pounds gross weight, do not exceed the maximum axle weight limit determined under the non-primary highway maximum gross weight table in Iowa Code § 321.463 (6) (b), by more than 12.5 percent, do not exceed the legal maximum axle weight limit of 20,000 pounds, and comply with posted limits on roads and bridges.

# GOLD-EAGLE COOPERATIVE 2021 FALL HARVEST POLICIES

## Receiving for market

Gold-Eagle Cooperative will receive and store grain on a first-come, first-served basis. Normal hours of operation during harvest will be 7 a.m. to 5 p.m. Actual hours may vary according to harvest pressure, weather, demand and availability of storage, and these will be posted on a daily basis at each location.

The first grain received will apply to any open sales contracts. All corn and soybeans delivered at harvest may be placed on warehouse receipt as long as storage space is available.

At time of delivery, please notify the scale operator of any applicable splits on ownership, etc., to help avoid errors in record keeping and/or settlements.

## Special notice - 15 days grace period

Grain delivered at harvest will be classified into three categories: 1) The first grain delivered will be applied to contracts; 2) Grain allowed for sale, without storage charges as long as sold within 15 days of first load delivered; 3) Beyond the 15-day limit, grain will be considered "stored" with the average delivery date to apply to deposit date.

While space is available, grain will be dried and shrunk to meet stored grain requirements. A warehouse receipt will be issued and appropriate storage charges applied.

After storage space has been filled, signs will be posted at all locations and grain will only be accepted for sale or price later contract.

## REGULAR STORAGE RATES - WAREHOUSE RECEIPT - NO MINIMUM STORAGE REQUIREMENT

August - March  
1/7 cent/bushel/day

April - July  
1/20 cent/bushel/day

## Regular storage billing

Storage will be billed to customer by Gold-Eagle on the following quarterly schedule:  
**December 31**  
**March 31**  
**June 30**  
**September 30**

## Moisture requirements

**Corn Maximum = 25% Soybean Maximum = 15%**  
Corn or soybeans in excess of these maximum requirements are subject to rejection.

Position	Corn	Soybeans
Immediate Sale	15%	13%
Price Later	15%	13%
Contract	15%	13%
Warehouse Receipt	14%	13%
Grain Bank	14%	N/A

## Special note on grain bank

Any bushels subsequently sold to the market out of grain bank will be assessed regular storage rates. After one year, regular storage rates will be assessed and billed on a quarterly basis. Grain bank can't be transferred to other ownership. Grain bank can only be used in feed rations or as processed grain.

## Moisture averaging

*To be averaged, grain must be delivered during the same time period and placed on same settlement sheet.*

**Corn:** All corn moistures will be averaged. Corn will be shrunk to the moisture requirements shown above, and dried according to the drying requirements shown elsewhere.

**Soybeans:** Gold-Eagle Cooperative will average all soybeans 13.5% moisture and below. Soybeans 13.6% moisture and above will be averaged. Soybeans over 15% moisture are subject to rejection or discount on merit.

## Corn for drying

Gold-Eagle Cooperative will charge 4.5 cents per bushel for each 1% of moisture, or fraction thereof, which is removed.

*(Example: Corn for warehouse receipt, which is delivered at 16% moisture. Corn will be dried to 14% moisture. 2% of moisture removed times 4.5 cents drying charge will result in drying charge of 9 cents per bushel.)*

## Shrink

Moisture Shrink = 1.18%; Handling Shrink = 0.27%;  
Total Shrink = 1.45% per 1% of moisture removed

## Discounts

The discounts for heat and moisture damage, insects, mold, test weight and others, which are in effect from the grain trade at the time of settlement, will be applied.

## Soybean moisture discount

The schedule is 3% shrink discount calculated by the 1/10% of moisture for soybeans between 13.1% and 13.5% moisture. *(Example: For 100 bushels of soybeans at 13.5% moisture, a customer will be paid for 98.5 bushels of soybeans with no cash discount.)*

Soybeans that average 13.6% moisture and above will receive a shrink discount of 4% calculated by the 1/10% of moisture.

## Price later contracts - corn and soybeans

(Remember: Price later grain is not eligible for seal.)

### Pricing Policy - Price Later

- Price later contracts can be priced any time Gold-Eagle Cooperative is open for business and bidding for grain.
- Price later contracts to be priced for cash price only — no forward contracting.
- Contracts will carry an expiration date of August 31, 2022 and must be priced by the close of business that date or it will be automatically priced on August 31, 2022.

### THERE IS NO OPTION TO ROLL OVER

Contracts will be priced at our regular posted bid, less service charge, which applies as described below.

### NOTE: ALL GRAIN CONTRACTS MUST BE SIGNED

All grain contracts, including deferred and price later, **must be signed by the customer in a timely manner**, with a copy of the signed contract to be on file in our office to be considered a valid contract.

Signing contracts is **the responsibility of the customer**. If any contract has not been signed by the customer, it is not valid. Grain involved in unsigned contracts will be placed into storage, with appropriate drying, shrink and storage rates applied.

### Service Charge - Price Later

20 cents/bushel to January 4, 2022.

3 cents/month January 5, 2022 to August 31, 2022.

### Moisture - Price Later

Contracts will be made for dry bushels with normal drying/shrink charges as listed elsewhere to apply.

*Maximum moisture allowable is 15% for corn and 13% for soybeans.*

## Deferred payment contracts

Gold-Eagle will issue deferred payment contracts to those who request them for grain sold before December 28, 2021 to have payment-specified contract date in 2022.

## Grain bank rates

Grain bank charges are 3 cents/bushel to feed customers of Gold-Eagle Cooperative for one year and are only for producer-delivered corn. Grain bank is not available for soybeans.

### NO IDENTIFICATION TRANSFERS ARE ALLOWED

Any individual/entity that delivers corn to grain bank must be the same individual/entity using grain bank corn in their feed. No exceptions are allowed.

After one year, regular storage will be assessed and billed quarterly. Any grain bank bushels which go out of the elevator in “unprocessed” form will be subject to “regular storage” rates plus an in/out charge of 21 cents per bushel.

The “unprocessed policy” is a Department of Agriculture requirement for Gold-Eagle to maintain its grain license. We will not jeopardize the company's grain license.

## ALL POLICIES SUBJECT TO CHANGE WITHOUT NOTICE

Any changes which are made will be posted in each office.



# Gold-Eagle Scale Times

Do you haul to multiple Gold-Eagle locations? Do you have a farm or farms situated somewhere in the middle and often wonder which location might have the quickest turnaround time? We are excited to announce that we now have a Scale Times program designed to let you know how many trucks are currently dumping and how long the last ten trucks were at the scale at any given location for the current date. You can view these by visiting Gold-Eagle's website at [www.goldeaglecoop.com](http://www.goldeaglecoop.com), clicking on the Grain tab, and finding Scale Wait Times at the bottom of the dropdown menu. It is also available via our app by going to My Elevator and selecting Scale Hours. The average wait time across all Gold-Eagle locations last harvest was 11 minutes. Be sure to take advantage of this new scale time information to help you make decisions about where to haul.

TITONKA NORTH	
0 In Process 5.21 Average Minutes.	
SCALE IN	SCALE OUT
1:38 PM	1:43 PM
12:55 PM	1:00 PM
12:43 PM	12:49 PM
12:25 PM	12:31 PM
10:50 AM	10:55 AM
10:47 AM	10:51 AM

## Meet Board Member Jon Nissen of Renwick: Making Sure Every Dollar is Maximized to Work Effectively and Efficiently

Jon and his wife, Mary, farm north of Renwick. They have one son and two young grandchildren. In addition to farming, Jon became a volunteer EMT with the Renwick Ambulance Service in 1991. He is proud to work with a team of individuals who selflessly serve the surrounding community and to have been a part of two CPR saves. In 2018, Jon had the joy of serving as an interim pastor for eight months at St. Paul Lutheran Church, as well as being a council member in the past.

### Q: What's your farming and educational background?

**A:** This year marks the 47th harvest since I starting farming with my father, a year after graduating from Boone Valley, and I have lived my whole life just north of Renwick. Before I was elected to the Gold-Eagle Coop board, I served on the Farm Bureau, Iowa Horse Industry Council, National Mule & Donkey Association, and currently the Corn LP board.

### Q: How did you get involved with the co-op board?

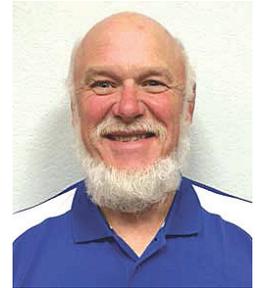
**A:** I was first elected to the Gold-Eagle board 11 years ago after being asked to run. I served as the board secretary for seven years.

### Q: What has been one of the most eye-opening parts of serving as a board member?

**A:** I am thankful to have had the privilege of being a part of the phenomenal growth of Gold-Eagle Coop with the addition of new facilities in strategic locations, the unification with North Central Coop, and the selection of a new Gold-Eagle manager to name a few.

### Q: How has your service as a board member changed you?

**A:** Being on the board has taught me that it takes a couple years to learn the ins and out of how Gold-Eagle operates and how to become an effective board member. I have never hesitated to ask the tough questions, including making sure every dollar earmarked for spending is justified and maximized to work effectively and efficiently for Gold-Eagle.



### Q: What excites you about the future of Gold-Eagle?

**A:** I would like to see Gold-Eagle continue to invest in our locations to improve speed of grain receiving and additional storage space where it is needed the most. Gold-Eagle is great about looking ahead to see what kinds of new facilities and improvements can be made and I am excited to see how we can grow and change in the coming years.

### Q: What do you enjoy most about the annual board retreat?

**A:** I am looking forward to our next annual board retreat, as our previous retreat was shortened due to COVID. I am looking forward to having more time for close review of each of the different departments, listening to the department leadership, and them listening to our ideas. This time to discuss and plan for future improvements is of paramount importance because, as we are all well aware, the AG industry is changing and Gold-Eagle must continue to adapt for the benefit of its members.

# Meet Kyle Greiman, Feed Sales/Customer Service Specialist

## Q: What is your educational and agricultural background?

**A:** I grew up on a diversified grain and livestock farm in Garner, IA and am still involved with my family's purebred Angus operation today. I attended Iowa State University where I earned my bachelor's degree in Animal Science. I began my career working with an embryo transfer clinic and then worked in feed sales for Land O' Lakes Purina.

## Q: What brought you to Gold-Eagle Coop?

**A:** Brad De Vries, feed department manager, saw a need for a feed sales presence with an emphasis on the customer service aspect. A mutual connection brought us together and I am excited to establish this new role for the company. In my first few weeks, I've visited each of Gold-Eagle's locations and met with various team members to ask about what the current customer base looks like in order to get a better idea as to how we might both service the current customers and look at adding new. I've also had the privilege to talk with livestock producers in our area to ask about what their needs might be, whether they are being met, and what goals they have for the future. My job is going to be about ensuring we are not only meeting the customers' needs, but also setting goals together with regard to animal nutrition. Feed sampling, ration balance, and performance tracking are just some of the things I'll be doing to help meet those goals.

## Q: What do you appreciate about Iowa's livestock industry?

**A:** Iowa has all the resources needed for quality livestock production. Utilizing the byproducts from ethanol production makes the industry all that more sustainable. I appreciate that many of the livestock farms are family owned and I'm proud to be a part of that myself.

## Q: What challenges and opportunities do you see in the livestock business?

**A:** One challenge that I see is sourcing feed for those smaller livestock producers; however, I also see that as an opportunity for me to address and work with those producers to come up with solutions that work for their operations. As more and more people want to know where their food is coming from, another challenge comes in the form of communication and ensuring transparency. It is becoming increasingly important to educate consumers who are born and raised in urban areas about livestock practices and production that they may not have ever been exposed to. As far as opportunities, they are always there, you just need to know where to look. All of the challenges I mentioned can also be opportunities to work together to educate, communicate, and establish lasting relationships so that the livestock industry can thrive.



## Q: What keeps you motivated?

**A:** I want to make the best livestock I can. With my family's operation and my role at Gold-Eagle, I feel personally invested in providing high-quality products. While I can't change genetics, I can help producers bring out their livestock's full genetic potential from a nutritional standpoint. I'm very much looking forward to working in this role.

To contact Kyle, please call 641-494-4571 or email [kgreiman@goldeaglecoop.com](mailto:kgreiman@goldeaglecoop.com)

## 4th Annual Gold-Eagle Golf Outing

A great time was had by all at the 4th annual golf outing. A big thank you to Bayer, Dekalb, and Asgrow for sponsoring the event at Spring Valley Golf Course in Livermore. A total of 32 teams of four competed in an 18-hole best shot tournament with prizes awarded for first through third place across four flights. Golfers and non-golfers alike enjoyed the company and perfect weather – make sure to join us next year!



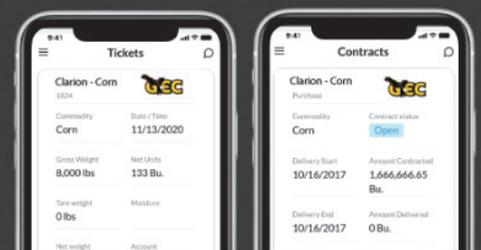
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# GOLD-EAGLE COOPERATIVE

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[www.goldeaglecoop.com](http://www.goldeaglecoop.com)

## Gold-Eagle Gives Back



Gold-Eagle hosted a Drive to Feed event in the form of a football tailgate for the opening game between the Clarion-Goldfield-Dows Cowboys and the Eagle Grove Eagles. The following additional sponsors helped make the evening a great success: Grand View Beef, First State Bank and Town and Country Insurance of Clarion and Eagle Grove, Urness Hardware, Clarion Locker, Fareway, and Brothers Market. All monies raised from the free-will offering meal and the raffle were split between the food pantries in Clarion and Eagle Grove. With additional support from the James R. Johnson Trust and Land 'O Lakes, a total of \$8,800 was split between Clarion's First Lutheran Food Pantry, Eagle Grove's Food Pantry, and Upper Des Moines Opportunity. A huge thank you to all the sponsors, the volunteers who helped that evening, and all the people who supported the event by purchasing raffle tickets and/or attending the meal – we hope to make this an annual event and also to do more events like this during the winter sports season.



The grand prize winners, Steve and Carrie Christopher of Eagle Grove with Gold-Eagle's Chris Boshart and Elizabeth McOllough.



Gold-Eagle's Elizabeth McOllough and Michelle Boshart sell raffle tickets at the football game.

