

MARCH, 2021

SYNERGY

COOPERATIVE



IN THIS EDITION:

- 2 - OVERVIEW FROM KYLE KNUTSON, CEO
- 4 - AGRONOMY TEAM UPDATE
- 7 - GRAIN UPDATE
- 8 - FEED TEAM UPDATE
- 12 - CONVENIENCE STORE UPDATE
- 14 - ENERGY UPDATE
- 16 - MACHINERY UPDATE
- 17 - SERVICE STATION UPDATE
- 17 - HARDWARE UPDATE
- 18 - CREDIT DEPARTMENT UPDATE
- 19 - A NOTE FROM THE CONTROLLERS

GREETINGS FROM YOUR CEO

Kyle Knutson - CEO



Spring Greetings,

As we look forward to spring, we'll have to assume it was another mild winter. I guess we can say it was mild except for a few weeks in February. It was nice to see some snow for those who enjoy outdoor winter activities for a short period, as well as some ground cover.

This past year was certainly a year that none of us could have predicted. Who would have thought our lives would be changed so much by a virus. It changed the way we do things every day, in public, and our workplaces. An unprecedented change was that your co-op was unable to hold its traditional annual meeting this year. We did, however, have Director elections via mail-in ballots. Tom Kriskovich was re-elected for the Northern District. Brian Johnson and Kenneth Bjork were re-elected as Directors at Large. Thank you to the members for being involved in the election process. Also, thank you to our ballot tellers Mike Bernecker and Frank Retz.

Unfortunately, due to the circumstances, your cooperative will NOT be holding Dividend Days this year. We WILL, however, be distributing dividend checks at the end of March by Mail.

The dividend rate for this year's checks will be about 3.6% of your qualified purchases. Your cooperative will be issuing a total of \$3,200,000 in patronage with the 50% cash portion being \$1,600,000 in cash back into the hands of our member-owners. This cashback to our member-owners is in addition to \$1,200,000 in equity (stock retirements) that was distributed to eligible members in the fiscal year 2020.

Below are a few examples of the average patronage rate by product:

Starter fertilizer	\$14.10/ton	Soybean meal	\$12.39/ton
Diesel fuel	\$.068/gal	Propane	\$.043/gal
Gasoline	\$.061/gal	Pickup tire	\$6.48/tire

For our grain producers, we are also passing through \$676,575 in domestic production deduction (DPAD) credits. The DPAD credits will be issued based on grain sales to the cooperative.

The only major project planned for your co-op this summer is the addition of a 500,000-bushel soybean bin at the Almena Grain Facility. We are looking forward to this addition to speed up the soybean receiving at harvest time. This addition will allow us to receive soybeans in both receiving pits, before corn being harvested. We will keep you updated on the process in the summer newsletter.

We also have numerous small improvements and repair projects planned for this summer. Technology and compliance upgrades are ongoing at the convenience store level. Our technology upgrades with computer software and hardware at our convenience stores are completed! The Ridgeland and Rice Lake West stores will have some petroleum compliance projects to be completed this summer and fall.

With spring on the horizon; make sure to plan your input needs with your agronomy professionals. It is more important than ever with the speed of today's equipment. Financing arrangements are also important to have in place before it is time to hit the fields. With spring also comes the anticipation and optimism for a new season, and better things to come for agriculture.

Thank you for supporting your local cooperative!

BOARD OF DIRECTORS

DAVID SCORE
CHAIR

SONNY MOLLS
VICE CHAIR

BRIAN JOHNSON
SECRETARY-TREASURER

STEVEN ACKERLUND
DIRECTOR

KENNETH BJORK
DIRECTOR

JEFF OLSON
DIRECTOR

TOM KRISKOVICH
DIRECTOR

WAYNE SOLUM
DIRECTOR

MARVIN PRESTRUD
DIRECTOR

AGRONOMY

Travis Berg - Agronomy Manager - Southern Region



I'd like to start by thanking you again for your business in the past along with your business going forward! We really appreciate it and we will do everything we can to help you run a profitable business.

The fertilizer markets continue to be very strong as we approach spring. The nitrogen markets have been gaining strength ever since this past late fall. A combination of strong demand, high expected corn acres, an increased market price, and low inventory are the major factors for this strength. Imports from overseas and production out of the U.S. have been down which has put stress on supplies. The recent rise in gas prices has caused some nitrogen production facilities to stall production until these costs come back down. Potash inventories are very low also as warehouses are slow to fill back up for spring. I do expect a reset after side-dress application season, but how much is the question. I recommend talking to your agronomist if you haven't prepaid your needs for this spring yet so we can get your needs covered for you.

As we prepare for another spring planting season, the Agronomy staff at Synergy are doing everything they can to prepare for the rush. One thing they can do to help your operation along with ours run smoothly is work on your farm plan. We have a program our salesmen use to help plan out each application and give their grower an estimate of the costs of those applications. This can be done on a field-by-field basis or simply a general crop by crop estimate. So, when communication is made between the agronomist and his customer, they can be on the same page and efficient in the process. If you haven't worked on a plan with your salesman, feel free to give them a call to discuss it further.

We hope you have a successful planting season.

FARMERS UNION COOP SIGN



The old Farmers Union Cooperative sign that was on the outside of the old Machinery building was removed late summer to get the neon tubes fixed and to be placed at a new home. In late February it was placed inside the main office in Ridgeland.

It is figured that it was put up on that old Machinery Building in the late 1940s after the cooperative's name was changed to Ridgeland Farmers Union Coop.

AGRONOMY

Rich Carr - Agronomy Manager - Northern Region



It will not be long now before the start of the 2021 planting season. Our Agronomists have been working very hard in finalizing farm plans to ensure we are ready to best serve you and your needs in the fields. If you have any last-minute changes or have not yet received a farm plan, please reach out to your Agronomist and they will be more than happy to complete a farm plan for you.

One topic that we need to continue to bring up is the Soybean Trait Platform. This affects most of our growers and all of Synergy Coop. This can be confusing as new Soybean varieties become available and we want to make certain that all chemicals put down on your crops are labeled on every acre. This can be a very costly mistake that Synergy Coop wants to avoid. I would ask you to double and triple check while planting and before spraying so everyone is on the same page.

Seed Pick-Ups/Deliveries are coming very soon. We are in the process of filling orders and will be calling growers to start taking delivery of their Corn Seed. We want to make sure that all growers seed is ready ahead of time and on their farm before planting. As far as Soybeans go, Synergy Coop offers many varieties of bagged and bulk Soybean options. We are also able to treat the Soybeans to protect the investment against insects and diseases, which will increase your ROI!

On a final note, I want to THANK ALL of OUR CUSTOMERS for your BUSINESS and to have a SAFE and SUCCESSFUL 2021 Growing Year!! Feel free to reach out to me with any questions or concerns!

Now Hiring!

We are seeking great employees.
See what we're all about and apply.
www.synergycoop.com/jobs



AGRONOMY

Jon Wantoch - Ridgeland Agronomy Manager



Welcome Spring, from Central Agronomy!

Another "normal" winter has come and gone. We had some snow, a really good cold spell, solid ice fishing, a white Christmas, a short snowmobiling season, among other normal things that winter brings us. Now we look at spring. The season of "mud", the greening of trees and fields, the showers that bring flowers, the wait for oak leaves to reach the size of a squirrel's ear, newborn calves covering the pastures, daylight savings, and Easter. In agronomy, it's the final calm before the storm. Are you ready? Ready or not, here it comes. Planting season.

Every year, Agronomy's biggest challenge is the weather. Regardless of what the weather has been, we will continue to plan for a successful year. Even though our current situation has been talked about all winter (higher commodity prices and higher fertilizer prices, along with drought in the U.S and South America), we are continuing to stress the importance of knowing your cost of production. Lately, with all the volatility in the markets, this is changing daily. It is very important to revisit this before the planter hits the field as these numbers have likely changed since February, let alone from where prices have been in December. Don't just look at agronomy, but look at your other items, such as fuel. Be sure to be working with the grain department on a marketing plan that meets your needs.

If you have any last-minute questions or final details you need to work out before the spring rush hits, please call or stop in ANY Agronomy location. The list of items is long, but some main items include: seed and seed treatments, fertilizer applications and timing, chemical programs (please plan for waterhemp!), cover crop termination, spring seedings, any precision plans, soil sampling, and scheduling.

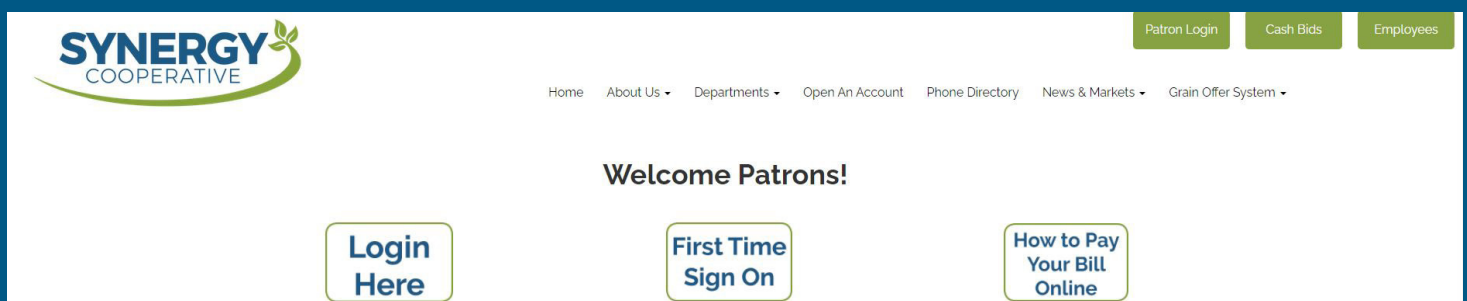
Lastly, a quick reminder for everyone to review our Herbicide complaint policy. Please reach out to any agronomy location for a copy if you would like. Also, don't be hesitant to ask any questions you may have about it. The policy is in place for both the agronomy department AND your operation.

Good Luck Everyone! Be safe! We'll see you this spring!

Pay your bill online!

Also gets access to all your invoices, year-end information, patronage information with tax documents, and look up your contracts.

Go to www.synergycoop.com
Click Patron Login on the top
Login or Sign Up!



GRAIN

Jerry Bates - Grain Manager



The year 2020 left us with many gifts, for many the best of which is that it's over. It was an emotional year that seemed overwhelming at times, but the good news is we are now moving on to 2021 and beyond.

It was a challenging year for marketing crops. Many felt out of sync with the markets and felt they experienced extraordinarily little success. But was this reality or perception? Selling and having prices go higher (sometimes much higher) can lead to beating yourself up, but higher prices after a sale does not mean the sale was bad.

The market may present different challenges in any given year, but the job is the same. You will raise a crop, you will harvest a crop, and you will sell grain (though selling does not have to come last). The selling decision tends to cause anxiety as producers struggle with the fear of being "wrong". Missing the high of the market, selling too soon, waiting too long, selling too little at a good price – these can all feel like mistakes.

The key to successful grain marketing is not to judge your selling decisions as right or wrong, but rather to make profitable sales and then move on to the next one. Regretting a decision does not mean that the decision was bad. If you sold at a profitable level, the sale was a good one.

Moving on is keenly important because you always have more to sell, be it for this crop or the next. If you make a profitable sale only to see the market rally, you now have the opportunity to make an even better sale.

As you move forward, follow these good marketing habits.

1. Think profit. Know your costs and try to generate revenue above them.
2. Expose yourself to opportunity. Always have offers in to sell at profitable levels.
3. Move on. Focus on the next sale as opposed to the last one.

Of course, some decisions are better than others, but stop judging them by unforeseen outcomes. Make decisions based on good information at the time and move on to the next. Focusing on the outcome of past decisions is a good way to miss an opportunity in the present.

Successful grain marketing is not about judging decisions as wrong or right; it's about making the best decisions possible and moving on to future decisions.

As always we appreciate your business and thank you for your future patronage.



STAY CONNECTED!

FOLLOW US ON FACEBOOK
@SYNERGYCOOPUSA

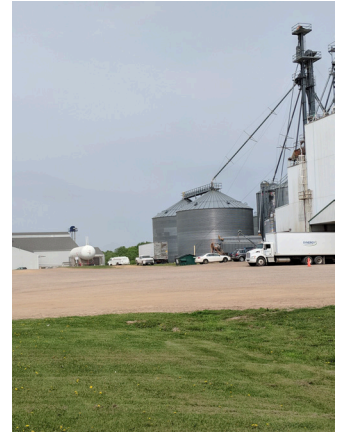
FEED

Bob Hinrichs - Feed Division and Feed Operations Manager



Springtime Greetings,

It is March 6th and the weather is awesome. I am so happy to see the warm sun melting the snow. Seems to be something we can count on and look forward to every year. This year we really needed spring, and I hope it stays so we can get about the business ahead. Speaking of business I cannot thank you all enough for all the support that you have given the feed mills. We are growing at nearly every location thanks to you. We are doing our best to keep up with that growth. However, we are experiencing some growing pains. To serve our customer-owners better, the mills are sharing labor from Agronomy in the off-season and over the summer sharing labor from the LP department. It really captures efficiencies that had been missed in the past. Matt, Travis and Brady have been instrumental in making it happen, and the guys that are flexible to be those boots on the ground have been great! With increased business and the demand for extra labor, we have board approval to update the WEM automated mixing system in Elk Mound. This will not only change the capacity at which we can manufacture feed, but it will also protect an outdated operating system from crashing and leaving the Elk Mound facility down. Communication between the mixing system and the invoicing system will now be possible. We are also exploring other automation. I will keep you posted.



We are pretty excited about some new hires as well. John in Ashland has brought Joanna onto the team. She is doing a great job running the counter invoicing program. Two interns will spend most of their time at the Elk Mound location but will spend a few days learning at other locations as well. Emmie and Tyler are both enrolled in Agricultural programs at college, and we are so happy to see more that are interested in Agriculture. It is such a cutting-edge field with long-term employment potential. Finally (and you will hear more about this) we welcome Doug Palmer to our nutritional staff. Doug will be offed out of the Elk Mound location. Doug has years of experience and always works hard for the producer. The honesty and integrity that Doug brings is undeniably one of his greatest assets. We are thankful to have Doug on board. Please give Doug a big welcome when you see him.

Markets have certainly been interesting. Container shortages have made some products from overseas expensive and hard to get. Palm Fat, Vitamin E, and Vitamin A are a few. Urea is also being pinched. Phosphates have increased with slightly higher magnesium prices as well. Decreased inventory numbers on corn and increased exports have driven that market up considerably. We will have to watch protein markets as the South American crop is better than expected. I am unsure as to the direction of the US dollar, but it has shown signs of strength. If the dollar does strengthen that could potentially drive commodities down. I have noticed trucking tighten which is normal for this time of year. We have not seen fuel surcharges for some time so those will be a little wrinkle coming into spring.

FEED

When thinking about your spring needs please come to the Almena warehouse and check out Jennifer's unique blend of gardening and hardware supplies. Jennifer has taken the lead role in making sure our community has the hardware and items that you need to get the spring work easily taken care of. Jennifer also takes a very active role in your chicken projects. So whether it's chicks or chicken feed she will know just what you need. Ray at our Rice Lake location will have your potatoes, onions, and sweet corn. Rice Lake, also services multiple feed lines including non-GMO products that include some of Crystal Creek's high-quality products. Rhon at our Chetek location will certainly have garden seeds but have you checked out the high quality, competitively priced horse feeds. Chetek is the horse feed headquarters with knowledgeable folks to get you exactly what your horses need. Bill at Ridgeland is exploring some new options for hog and chicken feeds. The new lines will be Synergy labeled and will be available in a pellet form for hogs and crumbled for chickens or chicks. They are in the later stages of development and so we are hopeful to have them available in April.



Please have a safe and productive planting season! Thank you for the support and we look forward with great anticipation to serve your future needs.

FEED LOCATIONS



Almena Feed & Seed
651 Garfield Street
Almena



Ashland Feed Mill
323 Sanborn Avenue
Ashland



Chetek Feed Mill
626 Railroad Avenue
Chetek



Elk Mound Feed Mill
NM6055 Hwy 40
Elk Mound



Rice Lake Feed Mill
203 W Eau Claire Street
Rice Lake



Ridgeland Feed Mill
203 Railroad Street
Ridgeland

FEED

Sarah McHenry - Feed Sales Manager



Change is not always easy, but the change in seasons to spring is my favorite. The anticipation of another growing season, new beef calves running around the pastures, and green fields and lawns coming back to life after a long winter. Just like the changing season, the feed team has made some changes to better serve our customers.

One of these changes is the addition of Doug Palmer to our sales team. Doug comes with several years of experience in animal nutrition and works with a variety of producers. Doug will primarily be working with the Elk Mound location. Please read more about Doug in his introduction article below.

Another change that was mentioned in the last newsletter was the revamp to our floor stocked and some custom calf mixes. The new mixes now include a unique molasses blend with soy oil in the blend, as well as a natural additive that reduces build-up on mixing equipment. These modifications help keep the feed from setting up or getting hard. We hope to continue to improve upon these mixes as we look to add more technology updates.

On the storefront, Jennifer Catlin has been going through some training to enhance in-store marketing, as well as some unique displays in the Alma Feed and Seed store. She has been working hard to plan out a variety of displays focusing on pets, horses, poultry, etc. Please stop in and see Jennifer in Alma to check out her displays and feed specials.

Overall change is hard, but when it is change to move forward it becomes pretty exciting. As always we are here to help, Alice, Brad, Ashley, Doug, Britt, and I bring a variety of experience and expertise.

Hope you have a productive and safe spring and thank you for your continued business.



FEED

Doug Palmer - Livestock Nutrition Consultant

Hello, I am Doug Palmer and I was recently hired here at Synergy as a Livestock Nutrition Consultant and will mainly be working out of the Elk Mound Feed Mill location.

I grew up near Haugen and graduated from Rice Lake High School. After high school, I attended the University of Wisconsin River Falls where I graduated with a Bachelor's Degree in Agricultural Economics and Animal Nutrition. I have been serving the Animal Livestock Industry for about 35 years. My wife and I now reside in Boyceville and my hobbies include Traveling, Hunting, Fishing, and being outdoors.

I look forward to being out in the country serving and meeting you.

FEED

Alice Stafne - Livestock Nutrition Consultant



Managing Forage Quality

We all wish we had the option to say what the future may hold for milk and feed prices, but it's tough to dwell on what we cannot control. So rather than developing any gray hairs from market predictions why not get excited for another year of forages and putting up quality forages!

Two goals, other than the maturity of the plant, are better forage fermentation and maximizing bunk life in storage and feed out. These goals create a better quality feed and less dry matter loss along with fewer nutrient losses.

To reduce fermentation losses the goal is to reduce oxygen as soon as possible. We chop, pack and seal forages as quickly as possible. The goal is within 24 hours but isn't always realistic in some situations. In these situations, inoculants can shine by reducing the pH quickly. When choosing an inoculant make sure there is research behind the product. Otherwise, the biggest success is getting the forage packed and sealed as quickly as possible.

Goal number two is maximizing bunk life in storage and feed out. Feed out is how long feed is exposed to oxygen. The key practice to reducing this time is using good face management on bunkers, piles, and bags. A clean face without too much jagged/loose feed and making sure we feed enough off of the face ensures better quality feed.

To conclude controlling the markets and weather is usually next to impossible, but we do have control over forage quality, which only adds to profitability. Chop, pack, and seal quickly, in most situations apply a quality inoculant, and reduce feed out loss. As always the feed team is here to help and we are currently offering a pre-booking on inoculant for discounted prices till April 15th.

I hope you have a safe spring!



CONVENIENCE STORES

Troy Strand - C-Store Operations Manager



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 \$4 more per non-fuel purchases than our competitors. And we show an increase in gallons of nearly 5 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 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, and Almena Holiday).

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

Fun Facts about Convenience Stores

Convenience stores offer speed of service to time-starved consumers who want to get in and out of the store quickly. These shoppers recognize this channel of trade for its convenient locations, extended hours of operation, one-stop shopping, grab-and-go foodservice, variety of merchandise, and fast transactions. Here are more interesting facts about this dynamic industry:

- About 80% of convenience stores (121,538 total) sell motor fuels.

- Convenience stores have an unmatched speed of transaction: The average time it takes a customer to walk in, purchase an item and depart is between 3 to 4 minutes. Here's the breakdown: 35 seconds to walk from the car to the store, 71 seconds to select item(s), 42 seconds to wait in line to pay, 21 seconds to pay, and 44 seconds to leave the store. (NACS Speed Metrics Research)

- The convenience store industry is a destination for food and refreshments. With falling revenues from fuels and tobacco products, foodservice sales are increasingly becoming convenience stores' most profitable category. In fact, convenience store foodservice contributed 22.6% of in-store sales in 2018, with prepared food driving the category's growth.

- Convenience stores are everywhere. There are 150,274 convenience stores in the United States—or one store for about every 2,100 people—and c-stores account for more than one-third (35%) the brick-and-mortar retail universe tracked by Nielsen in the United States.

- An average convenience store selling fuel has around 1,100 customers per day or more than 400,000 per year. Cumulatively, the U.S. convenience store industry alone serves nearly 165 million customers per day, and 58 billion customers every year.

- Self-serve at the pump is a part of most convenience stores' fueling operations. The first self-serve gas station was opened by Hoosier Petroleum Co. in 1930 but was closed by the fire marshal as being a fire hazard. Frank Ulrich reintroduced the idea in 1947 at the corner of Jilson and Atlantic in Los Angeles. Modern self-service began in 1964 with the introduction of remote fueling; an attendant was no longer required to reset the pumps after each transaction. Today it is now available in 48 states. (New Jersey and Oregon still require full-service operations; New Jersey's law was enacted in 1949; Oregon's in 1951.)

New Additions

We have added meat and cheese cases to both Rice Lake C-Store locations. Stop in and enjoy your favorite Louie's, Smith Brothers, and North Country Meats and Cheese!



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. Lunch-time hunger pains? With options like freshly made pizza, chicken, and sandwiches at many stores we have you covered. Out doing some fishing? We have the live bait and cold beer at several locations. And as always, we have top-tier Cenex gasoline and premium diesels to help keep you on your way.

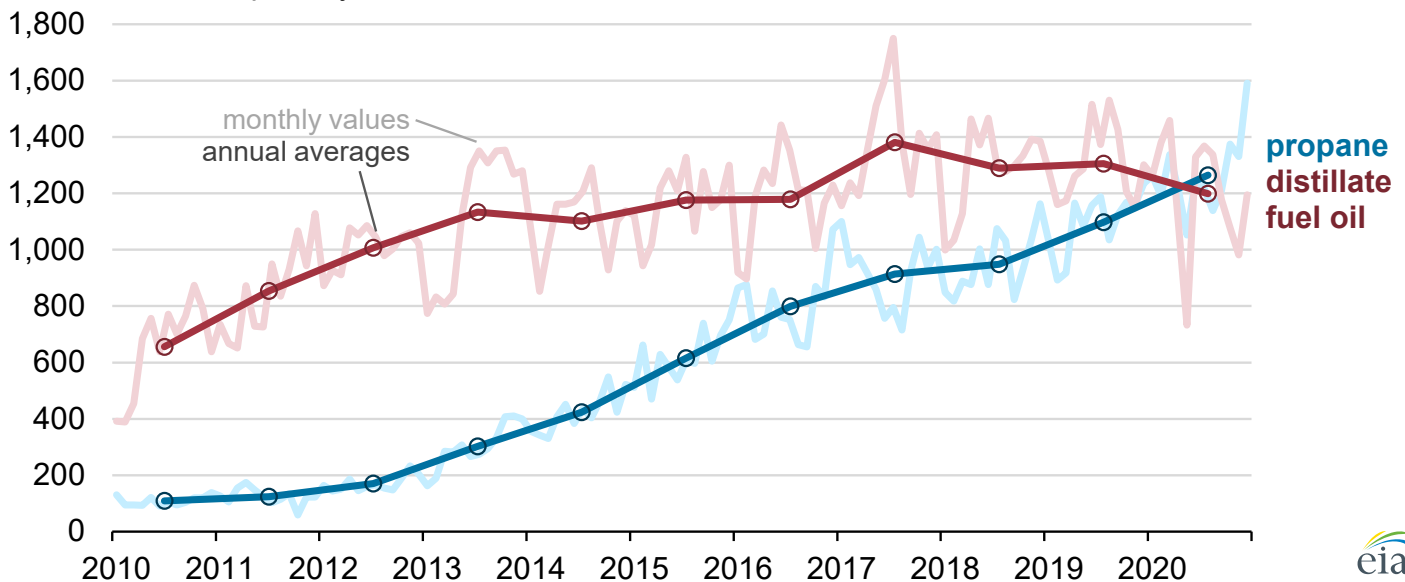
ENERGY - PROPANE

Kyle Knutson



This past heating season was one that just didn't make much sense for the end-user as it pertains to propane pricing. Looking back to early winter, corn drying demand very low, propane inventories in the U.S. were at "comfortable" levels and we are going to coast through the winter with favorable pricing. As I wrote in the December issue of the newsletter, there are a couple of things that could flip the propane inventories and pricing: exports and cold weather. The U.S. experienced both; high export demand to Asia as they were experiencing colder than normal weather and then the February cold blast that stretched throughout our country, especially in Texas. The graph below is sourced from the U.S. Energy Information Agency shows how the propane being exported from the U.S. continues to climb and is currently at an average of 50,000 gallons per day.

Annual and monthly U.S. exports of distillate fuel oil and propane (Jan 2010–Dec 2020)
thousand barrels per day



Let's get past this heating season and think about spring! Check your tanks periodically if you are trying to make it through to our summer-fill pricing. With current U.S. inventories being about 17% below the five-year average, I anticipate that we will need to see some strong inventory builds in the U.S. before we will see favorable summer-fill pricing. We will be sending out our annual propane safety mailing toward the end of June along with information on summer-fill and contracting.

Thank you for your patronage, have a great Spring!

A Note To All Customers:

From time to time, we need to reach you with questions or concerns.
Please make sure we have your most current phone numbers,
address, and email address.

We don't share your information with anyone.

ENERGY - FUEL

Kyle Knutson

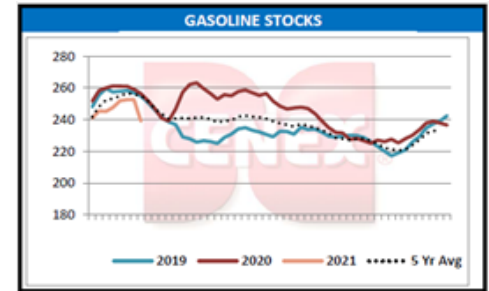
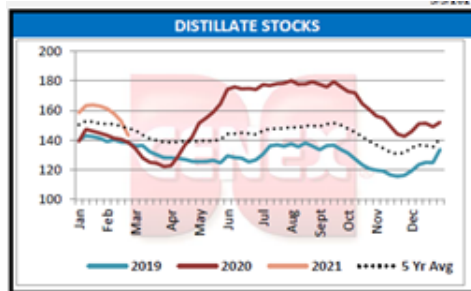
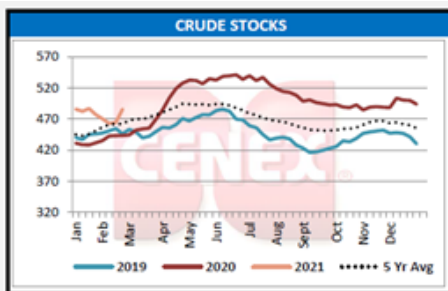
What is happening with the petroleum prices in the last few months? Looking back to the low point of crude oil on October 30, 2020, crude oil was at \$35.79 per barrel. Today, as I write this article, crude oil closed at \$64.02 per barrel. It is hard to believe that it can move that much considering the current conditions we are living in today. Looking back a bit further, on January 6th of 2020 crude oil was trading for \$63.27 per barrel. Over the past several months, traders have been using any bit of optimism with the COVID vaccine, the return to normalcy, or a stronger economy to push prices back to the "pre-covid" highs we experienced back in January of 2020.

Several recent factors continue to drive the prices of crude oil, diesel, and gasoline higher. Here are some of the factors that are presently driving the energy markets as of March 9, 2021:

- OPEC+ Output Curbs: Last week's OPEC+ meeting on Thursday decided to stick to the production cuts amid a physical market that is currently undersupplied. The extension of production cuts is likely to add a premium to an already tight market especially when demand expectations are optimistic due to COVID-19 vaccine rollouts and the US stimulus bill that has been approved by the senate.
- US Stimulus Package: The global economic output has improved after data released shows an increase in the rate of COVID-19 vaccinations in some countries and the large stimulus bill being passed in the United States. The world economy is expected to grow 5.6% this year and 4% next year according to the Organization for Economic Cooperation and Development.
- US Ethanol Bound for China: Three tanker ships set out from the Gulf of Mexico bound for China. These ships were loaded with ethanol. The news suggests that exports of fuel with a Chinese destination have increased since a year ago. According to Reuters, the ship's capacity may surpass the total amount of US ethanol that was imported last year due to coronavirus and the trade war.
- Market Opinion: Continued focus on supply and demand disparities will continue to drive the markets broadly higher. The release of the American Petroleum Institute report this afternoon and tomorrow's Department of Energy Report should provide some guidance to markets. Reuters estimates are currently calling for draws across crude, distillates, and gasoline stocks.

Below are the energy stocks as of March 3, 2021.

As the charts show, crude oil stocks are above the past two years as well as the 5-year average. Diesel stocks are slightly below the 5-year average but slightly above the past two years. Gasoline stocks are slightly below the past two years as well as the 5-year average.



We will continue to offer fuel contracting for the remainder of 2021. It is unknown where the prices will go from here. If we look back two years ago, we were fortunate to have an opportunity to find lower contracting prices in April. We remain hopeful to see another opportunity, however, not overly optimistic at this point. If you are considering contracting diesel fuel to protect yourself from rising prices, please call Dave Kaufenberg in Almena, Todd Mandel in Rice Lake, or Josh Sykora in Elk Mound for a daily quote. We can offer contract diesel fuel for any patron at any time. Just call us for a futures market quote between 9 a.m. and 1 p.m. daily.

Thank you for your patronage and have a safe spring!

MACHINERY

Synergy Machinery Department is in full swing. Sales are still strong in all areas however product availability is extremely slow in most lines we handle, so if purchases can be planned we recommend well in advance if possible. For example, our Gehl skid loader orders are several months out. Also, our LS Tractors are still selling in record numbers but inventory has been slow to arrive. If you are looking for any skid loader or tractor attachments, we have a bunch on hand.

We are so ready for green grass and mowing lawns. All our lines of mowers are in and ready to go. We have Red Max Zero Turns and Tractor mowers starting at \$2,295.00. A new line we are carrying is Altoz zero-turn wheel and tracked units, come check these machines out. We still carry Country Clipper Mowers here as well.

Please schedule your shop work with Roger now to avoid any delays. Also, we are running a sickle haybine parts special, each sickle is \$75.00 each. We have a very limited number of sickles for New Holland and Gehl for this special so stop in or give Duane or Jeff a call.



We appreciate your business and hope for a safe and prosperous year for all!



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 for dine in or take out



You can also order online at
www.synergycoopexit45.com



SERVICE STATIONS

Mark Kucko - Service Station/Hardware Store Division Manager



As Spring approaches we all looking forward to getting out to enjoy the outdoors, with that in mind your cooperative has five service stations to help you with automotive needs.

We can help you with oil and filter changes, alignments, brake work, battery, exhaust, and anything else you need to have done. We also have a great selection of car and truck tires available for you.

Need farm tractor tires or service we can come right to the farm or to the field to help.

So please give one of our five locations a call and we'll be happy to help you with all your needs.

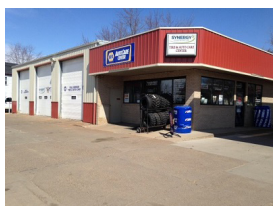
Colfax
618 Main St.
715-962-2276
Mike Beguhn

Menomonie
807 Main St.
715-232-6210
Ben Dodge

Chetek
3020 Knapp St.
715-924-4833
Ryan Gardner

Rice Lake
924 Hammond Ave.
715-234-7136
John Hazelton

Ridgeland
318 Railroad St.
715-949-1831
Jake Hutchinson



THANKS FOR YOUR BUSINESS



HARDWARE

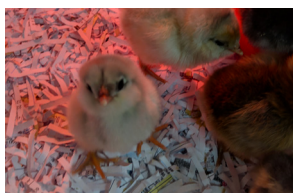
Our Rice Lake, Ridgeland and Colfax hardware stores are getting ready for spring with:

- Lawn and garden supplies
- Oil and filters (for boats, mowers, tractors, and ATVs)
- Bulk oil (Rice Lake Location)
- Batteries
- DEF
- Gates
- Fencing supplies
- Camping supplies
- Hunting gear
- Fishing supplies



Each hardware store has a different selection of supplies so give them a call for your needs.

Also, make sure to check out Chick Days at the Ridgeland General Store on April 2nd and the Oil and Filter sale at Rice Lake Hardware



Thank You For Your Business



CREDIT DEPARTMENT

The Credit Team - Diane Kuhl and Bobbi Demers



Seeds for Thought...

With Spring just around the corner, Synergy Cooperative still has several options for crop input financing. We have partnered with CFA and Winfield to provide lower-rate, longer-term financing options. We can also put crop inputs on your John Deere account. Contact your agronomist or Diane in the Ridgeland office about applying or with any questions.

If you are a fuel or LP customer and are selling your property (particularly if you have a leased tank) please let us know as soon as possible. Your buyer will need to set up an account with us before they can order LP or fuel oil at that location. If an account holder passes away, please notify us also. We will need to set up a new account and there may be stock retirement available to the estate.

In lieu of Dividend Days this year, dividend checks will be mailed. Please note that dividend checks for customers with accounts over 90 days may be withheld. Feel free to contact your credit department if you have any questions.

With mail delays, remember you can have several secure and quick options to pay your bill. Log onto your account at our website- www.synergycoop.com and pay online, sign up for an ACH payment, use your bank's bill pay system or call in with a card. Just a reminder that "cash" discounts are only available with cash, check, recurring ACH, or bill pay.

Financing rates are at an all-time low, while our Synergy accounts remain at 18%. If your account is on a work-out plan, now would be a great time to look into refinancing with your financial institution. Our accounts are only intended to be short-term financing (convenient credit).

Communication is key. If you ever have any questions or concerns about your account, please call or stop at our offices. Our credit team is happy to work with you.



A NOTE FROM THE OFFICE

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

Goodbye winter and Hello longer days, warmer temperatures, and melting snow! Wouldn't it be great if this trend continues and we can welcome an early spring? No matter the weather, in the office we are busy working on getting patronage ready to pay out on your qualifying purchases for the year ending September 30, 2020. As most of you know, Synergy Coop returns part of the profits from the year to the members. To be eligible to receive patronage dividends, you need to set up either a cash or credit account; this helps us identify our sales, and the more sales we can identify the more patronage Synergy can return to our members.

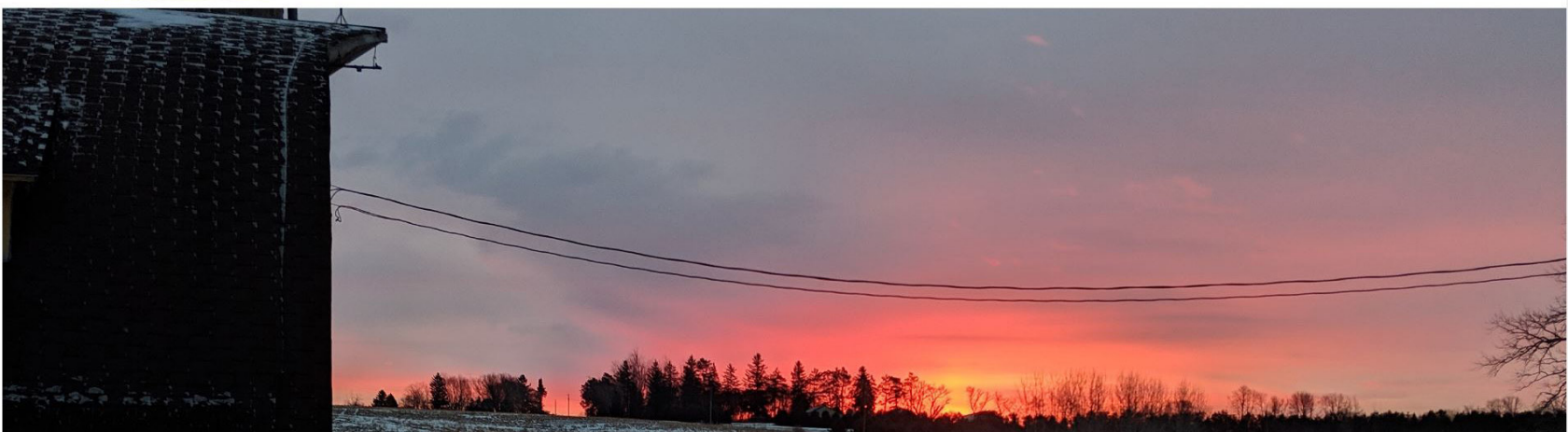
This year, Synergy Cooperative will be paying back about \$3.2 million in patronage of which 50% will be paid in cash and the balance in equities. The check stub will provide you with the 1099 form information you might need when you file your 2021 taxes next year. There is sometimes confusion on whether a patronage dividend is taxable or not. Generally, patronage is only taxable if the purchases on which the dividend is based were made as a business or farm i.e. the purchases are claimed as an expense on your tax return (for example, on a Schedule C or Schedule F). If the purchases are for home heating, gasoline for your car, or items from the convenience store for your personal use (for example) then these are not taxable. If you are unsure about this, consult your tax preparer. If you have not filed your tax returns for 2020 and need a copy of your Patronage Dividend 1099 form, you can find it on your account online. If you need help finding this or setting up your online account, please call one of our offices.

As Agronomy season gets underway, it is important to know that a fuel tax exemption form must be on file in order to have gasoline delivered exempt from the state excise tax. This gas is generally used in off-road equipment and it must be delivered to a bulk container and be at least 100 gallons (no exceptions) per delivery. Last fall we sent out forms to be renewed for the 10/1/20-9/30/23 time period. If you did not receive a form you can print a copy from our website by clicking on Credit and scrolling down to the bottom under Other Credit Forms or feel free to call one of our offices and it can be sent to you.

Thank you for your loyalty and continued relationship with Synergy Cooperative.

VISIT OUR WEBSITE

WWW.SYNERGYCOOP.COM


[Patron Login](#)
[Cash Bids](#)
[Employees](#)
[Home](#) [About Us](#) [Departments](#) [Open An Account](#) [Phone Directory](#) [News & Markets](#) [Grain Offer System](#)




SYNERGY

COOPERATIVE

ALMENA

106 Prospect Ave W
PO Box 118
Almena, WI 54805
715-357-3650

ELK MOUND

N6055 State Road 40
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

1-800-559-1717

WEBSITE

www.synergycoop.com