



Look Back and Look Forward for Your Company!



Dean Thernes
President/CEO

Another growing season is behind us and another fiscal year is in the books. The challenges of the past year were significant, not only at your cooperative but also on your farms. Many of the same factors that affected your farming operations also affected your cooperative.

Let's call it the three I's (interest, inflation and insurance). Along with these head winds we had an inverse in the grain markets, declining fertilizers that had already been purchased by your company to be assured of product inventory for our member owners, and then the drought.

I want to thank you for your continued support, and look forward to working with you and your operations and the continued success of your cooperative. I want to thank our dedicated employees and staff and thank the board for their commitment and leadership over the past year. We are here to serve you, the members who own the cooperative and look forward to offering you products and services that benefit your operations.

The annual meeting will be March 5th at the Lifelong Learning Center at Northeast Community College in Norfolk. We will have breakout sessions in the morning beginning at 9:00 am and the business meeting

beginning at 11:15 am with lunch to follow. Please look for more information on the breakout sessions on the back page of this newsletter.

Your cooperative was able to end up with a nice bottom line even given the challenges. Total sales of \$385,326,192 compared to \$319,967,537 last year show volumes continue to increase for the company. Part of the increase was due to a better crop this past year compared to the year prior. The savings were less on the local side, and a little more from our regional cooperatives. We look forward to discussing the full details at the annual meeting. Your board of directors approved equity pay out of \$4,965,001 of which 50% will be in cash and balance in equity. So for the year with equity retirements and estate payment the total is \$6,241,802 cash and equity back to you, the member owners. We also invested \$6,539,083 into fixed asset additions to better serve you the member owners. This is only possible with your continued support.

Looking forward, your board has approved the fixed asset addition list for next year. We will be investing in Farmers Pride Bloomfield with a new office and warehouse building to improve our customer service to you. We will be investing in new rolling stock and some additional custom application equipment. We also will be investing in support equipment to keep up with current transportation needs to your operations. We look forward to keeping the rolling stock up to date to provide quality and timely delivery.

Grain Department

A Career in the Cooperative System

At the beginning of 2024, Barb Johnson retired after working 32 years with Farmers Pride, and 47 years with the cooperative system. Barb worked for many years in the grain accounting department and was responsible for grain origination and hedging grain for Farmers Pride.

Barb started her career with the coop in January of her senior year of high school, coming to work part-time after school after hearing a rep from the coop that came to the school and presented the job opportunity to the students. She began with filing a stack of accounts receivable tickets that was nearly 2.5 feet high! After that she began helping with daily office work, and the day after her high school graduation, Barb started full time at the Osmond Coop. She took care of the accounts receivable, which were all handled through manual recordings of purchases on a ledger book. Soon after, she also began taking care of the grain accounting books, which was also done all by hand. Barb remembers listing each of her tickets, putting each entry into a big journal, making sure that everything balanced correctly at the end of each day.

For a while, Barb took over a lot of the office manager duties of Osmond Coop, keeping track of accounts payable, and payroll responsibilities, and monthly and quarterly reports. In 1992, when Osmond Coop was purchased by Farmers Pride, she was able to go back to focusing on her grain accounting responsibilities.

Some of the biggest changes throughout Barb's time with the coop is the increase of the speed and the volume of everything.



Barb Johnson

“You used to have to hand make each grain ticket, and calculate it, and then hand enter it. We would sometimes be at the coop until 9-10 at night during harvest recording the tickets and hoping that everything balanced. We had piles of tickets that were all 200-300 bushel tractor loads, and now we have transitioned to more of a terminal-type system now, with a lot of the farmers having semis now bringing in more bushels at a time. Now there's email, and it gives you access to information right away. When we are selling grain, contracts now require e-signatures through emails, versus through the mail,” Barb said.

Favorite parts of Barb's job have included working with all the grain numbers, and the relationships she has made with customers throughout the year, and really getting to know several of them very well throughout the years.

After so many years working in the cooperative systems, Barb thinks the biggest benefit of doing business with the coops is seeing your money stay local.

“A cooperative keeps the profits local, investing into our communities, and local facilities, and you actually get to see firsthand the impact and improvements happening locally because of your business,” Barb said.

After retiring, Barb and her husband Doug are looking forward to traveling to some of their favorite spots, Estes Park, Colorado, and Maui, Hawaii. Without the business of harvest this year, she is excited to travel and see the colorful fall leaves, and hoping to take

in some Husker volleyball games too!

Thank you Barb for everything you have done for our customers and Farmers Pride-you've made a difference to many!



Barb's Retirement Open House at Farmers Pride Osmond

Energy Department

Ethanol - Did you know?

Cleaner For Our Earth

Ethanol is energy positive – which means that it produces more energy than we use to make it. Ethanol reduces harmful greenhouse gases by up to 43%.

Safer For Your Family

The atmosphere isn't the only thing to consider when choosing the fuel that's right for your family. Unlike gasoline, ethanol does not release deadly toxins into our air. Ethanol is a natural and safe octane booster.

Better For Your Budget

Drivers who choose Nebraska ethanol save on average of about 10 to 30 cents per gallon at the pump. Many consumers actually report improved gas mileage and engine performance with ethanol blends above E10 – especially E15 and E30.

March Bulk Oil Sale

Save \$0.50 per gallon!

Farmers Pride Cooperative is offering the following Cenex® Bulk Oil products at a discounted price:

- HTB Qwiklift Hydraulic Oil
- TMS 15W40 Engine Oil
- Maxtron Synthetic Engine Oils
- Premium Drip Oil

Please have all orders called in by the end of March. For orders or questions, give Kip a call at (402)568-2222 or call your local Farmers Pride location. Thanks for the opportunity to serve your energy needs!

Grease Overstock Sale!

Cenex® HD Moly Extreme #2

\$4.00 per tube in cases of 40 tubes. Save \$1.55 per tube! Only 50 cases are available at this price, so act fast!

HD Moly Xtreme is a calcium sulfonate complex extreme duty grease developed and recommended for off-highway construction and mining equipment. It contains 5% moly (Molybdenum disulfide) for superior lubricating capabilities in extreme-duty applications

Contact Kip Voss at 402-568-2222 if interested!



Premium Diesel Fuel

Farmer's Pride is committed to offering the best products available to help you be successful with your operations. With the great cost of today's equipment, we want to offer you the best fuel on the market with Cenex® Premium Diesel fuels. We carry RubyFieldMaster and RoadMaster. These products are available in #2 and #1 fuels. The Cenex® Premium Diesel offers a fully balanced additive package for a more complete burn to optimize performance in all engines.

There are 7 components in this additive package:

- Demulsifier: It keeps moisture from entering the fuel system.
- Injection Stabilizer: Prevents diesel fuel from coking.
- Aggressive Detergents: Cleans the entire fuel system.
- Lubricity Improver: Protects moving parts from excessive wear and failure.
- Corrosion Inhibitors: Protects fuel lines from rust and corrosion.
- Storage Stabilizer: Extends storage life longer than typical #2 diesel.
- Cetane Improver: Provides a more complete burn for a leaner exhaust system.

When you are thinking about quality and dependency, we hope you think of Cenex® Premium Diesel and Farmers Pride Coop. Thank You for your business and wishing you the best in the upcoming year!

Attention South Sioux City, Oakland, Lyons, or Tekamah Area Customers!

Farmers Pride is looking to purchase, or long-term lease a couple acres of land in these areas to place propane storage tanks. Ideally, the land will have highway access, or be accessible by a highly maintained county road.

Please give Bryan Daum, Kelly Perchal, or Dean Thernes a call at 402-675-2375 if you are interested!

Agronomy Department

Agronomy Update



Bryan D. Hoffman
Agronomy Department
Manager

Here we are deep into winter. What a fall / winter that we have had. Until Christmas the weather was about as good as we could get. Then mother nature decided we needed to be white and cold. After we start to get used to it, it warmed up and melted most of our snow at the writing of this

article. Like the crop production business, we just start to get used to the way things are and there is a change.

The effects of the Covid 19 pandemic have had numerous effects on the chemical and fertilizer markets. The first thing we were dealing with was supply issues, a lot of which had to do with logistics. Either it was coming from overseas and

wasn't able to get here, or there were not the inputs or labor to get the products produced. This created price increases on some products by two times to three times, or even more. The good news is we are seeing a better supply of all of the products, and that has led to the prices coming down closer to the pre-covid levels, although world events continue to cause disruptions in the fertilizer markets.

Another issue that has caused a lot of concern is the Order issued on February 6, 2024, by the U.S. District Court for the District of Arizona vacating the federal registrations for three dicamba-base herbicides (Engenia, Tavium and XtendiMax). With this ruling we lose a valuable tool to control resistant weeds. Original herbicide registrants are currently reviewing the Order and assessing their legal options while awaiting direction from the EPA on actions it will take because of the Order. It is our sincere hope that the industry along with the original registrants and the EPA can get this Order reversed so these products will be able to be used in 2024 and beyond. Until that happens, we cannot sell, use, or transport these products.



If the Order on these dicamba-base herbicides has not been reversed by the time you read this article and you planed on using these products, make sure to work with your Farmers Pride agronomist. They will be able to assist you in developing a herbicide strategy for your soybeans. Other things to consider because of this Order is the seed traits you have match to your herbicide plan and (if this is not overturned) will this create shortages of other herbicides.

Join the Farmers Pride agronomy team and the WinField United Research team on March 12th at the Midtown Event Center in Norfolk.

Starting at 10:00am. This session is a great opportunity to hear about research advancements found here in our local Norfolk Answer Plot from this past growing season. Learn how this research can help you and your farming operation be successful in 2024, and

visit with our agronomists with any questions you may have about the upcoming season.

In review, outside influences have great impacts on your farming operations, we try to stay abreast of these to help you make more informed decisions. Please use your area Farmers Pride agronomist to help you with crop decisions that could keep you profitable in 2024. Last, we want to thank you for the business that you have done with us in the past and we want to earn your business in the future.

**WINFIELD
UNITED**



Please join us on March 12th!
2023 Answer Plot & Innovation Results
10:00 am, lunch to follow
Midtown Event Center
(please note the new location this year!)
1102 Riverside Blvd, Norfolk, NE 68701

Secure Financing



never know what the season holds, but you can be ready by setting up your SECURE™ Grower Financing today.

SECURE™ competitive rates and terms were all designed around your farming decisions within each of your prepay, tax, marketing, and operating cycles. Did we mention it's simple? Apply online quickly and move on with what matters most to you!

Hurry! **The deadline to apply for funds for the 2024 growing season is April 30, 2024.** Visit with any of your local Farmers Pride Agronomy team today to learn more about what SECURE™ can do for you and your farming operation!



Scan this QR code, or visit farmerspridecoop.com/finance today to fill out a simple, one-page financing application!

In season decisions can be stressful. Give yourself options with Secure Grower Financing.

SECURE™ financing by WinField® United combines simple and efficient financial tools with proven agronomics to help farmers drive ROI.

With all the short-notice-decisions a season can bring, why not set up the extra credit access now to capitalize on opportunities you can't plan for. Land opportunities that are going to require more inputs, weather, or market conditions; you

Farmers Pride Scholarships 2024

Farmers Pride will once again be awarding five \$400 scholarships to seniors in the Farmers Pride footprint.

With the hope to aid a local senior enrolling in an agriculture-related program at an accredited postsecondary Nebraska or South Dakota college, Farmers Pride is offering scholarships to graduating seniors in Avon, Battle Creek, Bloomfield, Laurel, Lutheran High Northeast, Madison, Neligh, Newman Grove, Norfolk, Norfolk Catholic, Oakland, O'Neill, Osmond, Pierce, Plainview, Scribner/Snyder or Summerland area schools.

Students must complete an application form and write a 1-page summary explaining their outlook upon agriculture and the importance of cooperatives

in their community, including specific ways that Farmers Pride is able to assist them/their family in their farming or agriculture operations, and submit to the vocational ag instructor or guidance counselor of their school, who will

pick the top two applicants from each school and **send to Farmers Pride by March 20th, 2024.** Farmers Pride will make final winner selections by April 1st, 2024.

Copies of the scholarship application have been sent to all schools listed.

For any questions, or to get a copy of the criteria and an application form, please contact our HR Manager Dawn Pochop at 402-675-2375. Good Luck!



Nebraska Coop Council Scholarships

Another great opportunity available this spring is the Nebraska Cooperative Council's scholarship. These scholarships range from \$1,500-\$3,000 for the selected candidates!

To apply, fill out the online application by visiting www.nebr.coop/foundation/scholarships/

The deadline to submit applications is April 15th, 2024.



Human Resources & Safety



Dawn Pochop
Human Resource
& Safety Manager

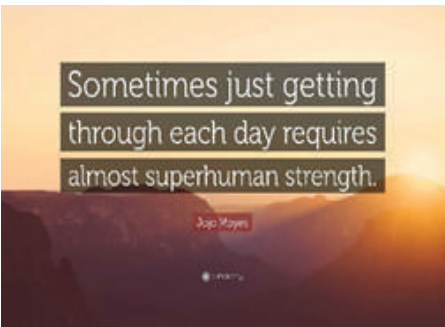
February is the month of all things heart...Valentines Day and American Heart Month!! So ladies this message is for you – and gentlemen, don't be spooked by the heart topic. While I will be celebrating women and their heart, this message will most certainly give you

some great perspective and insight towards the female way of life.

As women we are unique and are often thought of as having great hearts of love. It doesn't stop there – it also relates to all the responsibilities placed upon us as women. Let's talk about a typical day:

1. Up early at 6:00 am– to prep for the day.
2. Outside to help with chores.
3. Get the kids off to school.
4. Go to your regular full-time job.
5. Pick kids up from school, make supper, do dishes, help with homework, oh and let's not forget about....paying monthly bills, getting groceries, going to school activities, laundry, house-cleaning, appointment making, and the list could go on.

It's clear from this list – women have heart! Heart to do all things that keep the family going while working towards their own careers and personal goals. Sometimes, it may seem overwhelming but



our strong heart digs deep. You can be sure that a strong-hearted woman will give her all to what she feels and perceives as important for others. She is

deserving of equality and respect through her passion for the all the good in life and the betterment of others. So, to all you ladies – I say GREAT JOB! If no one has told you lately that all you do matters – know that it does. If no one has shown you respect for your brilliant mind – know that it makes a difference. If no one understands the strength it takes to be strong and courageous in times of challenge – know that all of us women have your back!!

What you can do to protect yourself from cardiovascular diseases?

There's a lot you can do to protect your heart.

- Ask your doctor about your **blood pressure, cholesterol, and A1C.**
- **Reduce the sodium**, and increase the fruits, vegetables, and whole grains in your diet.
- **Be physically active.**
- **Maintain a healthy weight.**
- **Don't smoke.**
- **Manage stress.**
- **Keep your diabetes under control.**

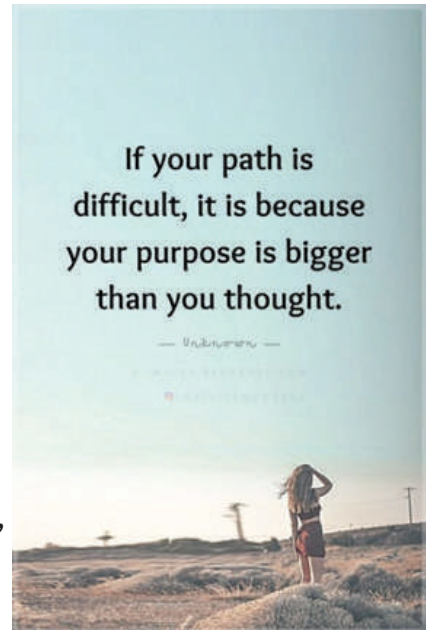


Talking about heart – did you know heart disease is the leading cause of death in the United States? February is American Heart Month, and we all can take action today to prevent heart disease.

This includes making heart-healthy decisions like staying hydrated, adding more movement to our day and choosing healthy foods which can have a big

impact on protecting #OurHearts. Even in our most challenging and busy days, research shows that small actions of self-care can help you keep your blood pressure in a healthy range and reduce your risk of heart disease and stroke.

HAPPY HEART MONTH TO ALL OUR CUSTOMERS, COWORKERS, FRIENDS & NEIGHBORS! WE LOVE YOU!



The Race Has Started!

The outcome of the calving and breeding season and fall weaning results are heavily influenced by the nutritional status of the mother cow at calving.

Proper supplementation of available nutrients, especially protein, are required to facilitate rumen function and microbial fermentation. Energy in the diet must meet the needs of production and in all animals there is a priority for nutrient use. The most economically important function of the beef cow, reproduction, is the last function to be supplied with energy. In addition, energy requirements increase significantly during the last third of pregnancy and while the cow is producing milk.



Low energy intake during late pregnancy can result in:

- slightly lowered birth weights
- higher death rates in newborn calves
- lower milk production
- lower weaning weights
- increased days to first heat
- reduced conception rates

Without adequate amounts of protein in the diet, daily feed consumption drops off, feed passage rates decrease and overall digestive efficiency declines. A lack of protein in a diet can create a cyclical problem that magnifies itself.

Remember that most of the transfer of antibodies from colostrum to the calf happens in the first 6 hours. The first day sets the stage for the rest of his life.

Lastly, one must always remember that the mineral program during the period of calving through breeding is very important for maximizing first service and total conception rates. Each cycle a cow doesn't breed will decrease weaning weight by at least 50 pounds and



each cow that ends up open would have bought a lot of high quality mineral.

In many situations, mineral supplementation may be the most neglected program. Increased genetic potential for performance requires the need to maximize nutritional inputs in order to maintain economic sustainability. Progressive Nutrition mineral is designed to balance the inadequacies of the forage and is likely the least expensive supplement that a rancher will buy.

Your PN Feed Consultant is highly knowledgeable in all aspects of cattle nutrient requirements and product supplementation. Those recommendations may include Progressive Nutrition Mineral, Cubes, Tubs, or Liquid supplementation. Use these professionals for all of your forage or water testing and supplementation recommendation needs.

- Rumensin can be fed to breeding cows up to 200mg per head per day. It helps prevent the cow from shedding coccidiosis that can harm the calf as well as helps her be more feed efficient.
- Bio-mos has been shown in trials to improve the immunoglobulin level of colostrum. This helps the calf develop a strong immune system.
- Provide cows with adequate amounts of free choice white salt.
- Make sure cows have adequate space to all receive their portion of the diet including adequate water. If you limit this space too much, boss cows will cause the more timid cows to receive inadequate nutrition.



**If you have any questions, please contact one of our Progressive Nutrition consultants!
402-371-2040**



Farmers Pride

PO BOX 10
BATTLE CREEK, NE 68715

We are a locally owned Agricultural Marketing Cooperative with the mission of strengthening the well-being of Agricultural Producers, Employees, and their Communities.

Annual Meeting

Tuesday, March 5th, 2024

Northeast Community College

Lifelong Learning Center

601 E Benjamin Ave, Norfolk, NE 68701

9:00am Informative Sessions Begin

11:15am Meeting

Lunch to follow



Agenda:

Welcome & Board Chairman Report

-Dennis Kuchar

Nominating Committee Report

-Derek Zohner

Financial Report

-Jan White

Legislative Issues for Agriculture

-Rocky Weber, Nebraska Coop Council

President's Report

-Dean Thernes

Informative Sessions:

Fertilizer Current Market Update

2023 Agronomy Results & 2024 Recommendations

Energy Market Outlook

Don't Miss Tomorrow Looking at Yesterday

Follow Farmers Pride on social media!
See updates, pictures and other news



**Avon • Battle Creek • Bloomfield • Ewing • Laurel • Madison • Neligh • Newman Grove
O'Neill • Osmond • Pierce • Plainview • Snyder**

In the Field, on your Farm, in your Community

www.farmerspridecoop.com