

Farmers Pride

In the Field, on your Farm, in your Community.

Winter 2025 Newsletter



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February 27th



Dean Thernes
President/CEO

Look Back and Look Forward for Your Company

It is hard to believe that it is the end of the fiscal year again. It looks like in total your company will have another successful year. We look forward to

sharing that information with you February 27, 2025 at the Lifelong Learning Center at Northeast Community College. We will again plan to have the informative breakout sessions prior to the annual meeting, and look forward to seeing you at the meeting. Your Board of Directors approved to retire equity to those age 67 and 68, along with the equities earned though business year 2008. The total cash and equity returned to you, the member owners this past year was \$6,153,803. We are very proud of this, and demonstrates the direct benefit of doing business with the company you own. Along with the returned equity, we also reinvested into property plants and equipment an additional \$5,672,070 to keep the equipment current and continue to improve plant operations.

Happy Holidays to you and your family I hope you were able to spend some time with loved ones and friends this holiday season. We have been so blessed this past growing season compared to the past few years for the most part. Yes, disease issues and rust in the corn certainly took off the top end in some cases, depending on hybrid and fungicide treatment, but for the most part, given the lack of rain after the 4th of July, crops ended well.

I want to thank all of you for making this past harvest a record bushel receipt on both corn and beans for Farmers Pride. Your team worked hard to meet your needs and your support of the company you own is much appreciated. We look forward to helping you now with the next steps for 2025, seed, fertility and the fuel you will need to help that crop along. We will be hosting the answer plot results meeting On Tuesday, March 4th at 10:00am. Look forward to sharing this great information with you to help your operations become more profitable.

As we look forward, we know we will have a change in administration and will see how this all affects the current commodity markets. Certainly, we have had some reset in the energy prices, however many of the crop input products have not declined to the levels we all hope for. Your team is working hard to position products to help your operation for success in the next fiscal year. We appreciate your support and look forward to serving your needs in the coming year.

I would like to thank all our employees for their dedicated service to your company. We appreciate everything you do to help serve the members of this great cooperative. Please stay safe and enjoy the Holiday Season and 2025!



Sales & Marketing Update



Nick Rohde
Sales Manager

It is hard to believe fall is over and winter is upon us. The years just go by too fast. With the holidays, it is the best time to get together with family and just catch up on life. Life gets so busy that we just never have the time to spend with friends and family. This was one of the fastest harvest seasons that I can ever remember, it always feels like once you get to the 4th of July harvest comes so fast. The rain was sure a blessing this spring and summer, and then July rolled around and it just shut off. It sure would have been nice to catch a couple nice rains in July and August but for the most part we had a great crop season.

The dryland had some of the best yields that we have seen for a few years. There is no better place than Nebraska. Being out in the fields and watching families work together to bring in the bushels, eating harvest meals in the field, and giving the kids and grandkids rides in the combine and tractors. Truly those were some of my best childhood memories. We at Farmers Pride are blessed with the best customers and employees to help you with grain, energy, or agronomy, we will be here for you every step of the way. We are still battling inflation and high prices on everything, but rest assured we are doing our very best to be able to pass any savings onto our customers.

With each new year we face new challenges, and we are continuing with our employees in the latest training and taking safety measures seriously. We will continue to grow staff and improve our locations to make them safe and convenient. We are always just a phone call away for questions or concerns. Now is a great time to start looking into 2025 fuel contracting. Prices are attractive and we will work with you on which months you would like to take delivery. We have updated some of our fuel trucks to be reliable to get you your fuel when you need it. We also can lock in some propane contracts as well. We have added a couple new propane delivery drivers to continue our timely deliveries.

This November through the end of February is also the Cenex Gift Cards for Gallons promotion. For every 100 gallons of Cenex brand oil purchased in this time period you will receive a \$50.00 gift card. So now may be a good time to fill up bulk oil and hydraulic oils to be ready for spring service work. We are also offering the Secure Financing option for your seed and chemical purchases. We have several brands and great rates to help you save with your input costs and this will run for one year. Thank you for placing your trust with Farmers Pride, we are looking forward to serving you in 2025. Hope you had a safe and Happy Holiday season and we look forward to working with you in 2025.



Bryan Daum
Energy Manager

Energy Department Update:

We are back into the 'thick of it' with heating season. Farmers Pride provides propane to residential homes, farms, agricultural facilities and businesses. With the largest propane storage in the region, you can rest easy knowing Farmers Pride will keep you safely supplied with propane to power your home, farm or business. Please continue to monitor your tank levels to prevent any outages during cold spells or busy holiday weeks. Ordering propane when your tank level is at 25% gives our drivers enough time to route a delivery to your location, preventing any out-of-gas charges and leak test requirements. To order, or for any questions about Farmers Pride's propane services, please give us a call at 402-675-2375 or toll free at 800-233-6679. Thank you for your continued energy business!

When your tank level reaches 20-25% it's time to reorder propane!
402-675-2375 or 800-233-6679

Winter Fuel Basics

PROPER BLENDING

A primary cause of winter fuel-related problems are that tanks are not properly "blended down," meaning fuel has a higher operability than intended. Blending down a tank is done by adding #1 diesel fuel to #2 diesel fuel. This helps maintain cold weather flow characteristics, increasing the operability of fuel.

When blending down a tank, pay close attention to the amount of fuel in the tank — this is known as the "heel." It is also important to know your proper treat rate and be sure to calculate it accurately. Treat rates vary by region or climate; for more information, contact your Farmers Pride fuel representative.

Tips to Properly Blend Down Your Tank

- If fuel in the tank is at or below its cloud point, biodiesel or cold flow additives will stratify or not blend into the fuel (causing filter plugging).
- Make sure fuel temperature is at least 10 to 15 degrees above cloud point before blending down.
- Adding 10% of #1 fuel typically reduces cloud point of fuel down by 3 degrees.
- Note: Adding #1 fuel to a #2 fuel at or below its cloud point, or to fuel that is gelled, will not blend properly. The #1 fuel must be warm enough to raise the fuel temperature above the CFPP.



TERMS

Cold Flow Improver (CFI) are designed to extend operability of the fuel by:

- Altering the diesel fuel wax structure utilizing wax dispersants
- Dispersing wax thus keeping wax crystals from congregating in the fuel

Cloud point is the temperature at which paraffin, which is naturally present in #2 diesel fuel, begins to form cloudy wax crystals. When the fuel temperature reaches the cloud point, these wax crystals flow with the fuel, and coat the filter element. This quickly reduces the fuel flow, starving the engine.

Cold Filter Plugging Point (CFPP) is a cold flow operability test that chills fuel to the point it will plug a 45-micron filter.

Operability means the lowest temperature at which equipment will operate without loss of power due to wax formations.

Wax Anti-Settling Agents (WASA) reduce settling of wax crystals in vehicle tanks and aboveground storage tanks which are known to clog filters and other fuel system components.



Biodiesel blends may raise the cloud point of fuel.

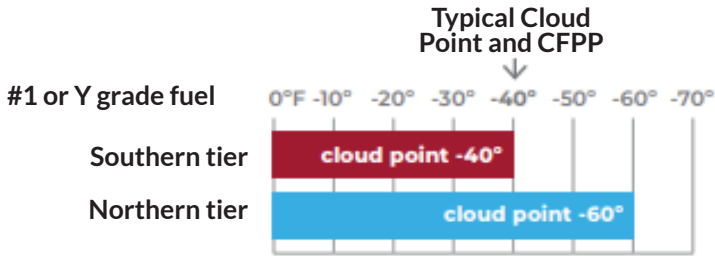
- B2 and B5 impact typically ranges from 2°F to 6°F
- B10 blends and higher may have a significant impact, raising the cloud point 10 degrees or more.



APPEARANCE IS KEY:
You can tell if fuel has reached its cloud point if the fuel looks cloudy.

CLOUD POINT AND CFPP OF COMMON FUELS

#1 or Y grade fuel typically has a cloud point and CFPP of -40°F or lower.

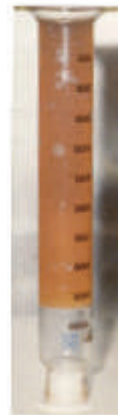
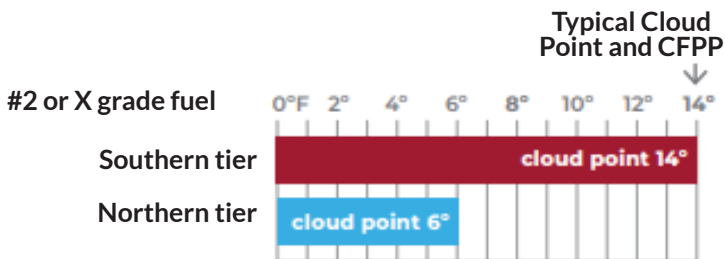


Fuel at cloud point



Fuel at cold filter plugging point

#2 or X grade fuel meets the pipeline terminal specification for cloud point, typically around 14°F.



Fuel without a cold flow improver (CFI) and wax anti-settling agent (WASA)





Bryan Hoffman
Agronomy Manager

Agronomy Department Update

With harvest behind us we can review what went right and what went wrong with our crops in 2024. One of the most notable factors was how various diseases affected our crop yields. We in the agronomy department have been busy throughout the fall with soil sampling, applying fertilizer to a number of fields, and working on farm plans for 2025.

As I mentioned earlier, diseases were noticeable in a number of fields. Last year, White Mold in soybeans was probably the disease that caused the most problems in Northeast Nebraska. This year, Southern Rust caused a lot of damage in corn fields. On fields where fungicide applications were made, we saw the damage was greatly reduced. Southern Rust is a disease that must blow in on Southern winds, so its infestation is hit and miss on whether or not we get it in our area each year. We had been warned over the past year about a disease that could be very devastating to corn yields in our area by the name of Tar Spot. Low and behold it made it's way to our area in 2024; however, it seemed that it infected fields around here late enough that we did not see much damage. Unfortunately, this disease stays in the soil of the field it infects similar to White Mold on soybeans and must be managed to keep it from robbing large amounts of the yield. This disease infects corn 14 days before it shows symptoms, thus it makes it impossible to scout for. If you saw this in your fields in 2024 the best thing you can do is make a planned fungicide application ahead of time.



Tar Spot

We would also like to invite you to join the Farmers Pride Agronomy team and WinField United Research team on Tuesday, March 4th at the Midtown Event Center in Norfolk, starting at 10:00am. This is a great opportunity to hear about research advancements found here in our local Norfolk Answer Plot from the past growing season. Learn how this research can help you and your operation be successful in 2025, and visit with our agronomists with any questions you may have about the upcoming season.

In closing we want to impress upon you that planning your fungicide application is very important. With this being one of the last expenses in your crop production sometimes it doesn't get done. With a disease like Tar Spot, that could be very costly. Please speak with your Farmers Pride Agronomist to get a crop plan put in place for the upcoming growing season. Thank you for your past business and we look forward to working with you in the future.



TRUTERRA™



Wyatt Borkowski
Pierce Agronomy Sales

Hello, My Name is Wyatt Borkowski I am the Truterra Lead for Farmers Pride, I'm also the Sales Agronomist for the Pierce Location and have been with Farmers Pride for almost five years and have been working with Truterra for the last four of those years. Truterra, is a sustainability program offered by Land O'Lakes, Inc. that focuses on providing agricultural producers with solutions to help them adopt practices that are both environmentally sustainable and economically viable. It includes a suite of tools and services aimed at reducing the carbon footprint of farming operations, enhancing soil health, improving water quality, and more. They work with large companies in the retail industry such as Microsoft, Campbell's Soup, Nestle Purina, John Deere, and many others.

There is lots of misinformation out there right now when it comes to carbon credits and many companies with offerings similar to Truterra, but none that are better funded or equipped to work with cooperatives and farmers. The Truterra MyPortal platform provides farmers with data and analytics to monitor and improve their sustainability practices. Through Truterra's digital tools, farmers can track the environmental impact of their farming activities, including carbon sequestration, and adjust practices for maximum efficiency and environmental benefit. Signing up is an easy five-minute process, simply go to www.truterraag.com and hit the pre-enroll now button on the home page.

Truterra has multiple carbon offerings as well as cover crop incentive programs funded by the USDA. The 2025 Carbon program offers \$30 per metric ton of carbon sequestered with a \$2 per acre minimum payment. Minimum payments will be applied at a whole farm level not a per field level. This program requires that you have made a practice change as of 2019. This means going to no till or reduced tillage. However, there is the carbon standard program for long term no till farmers that allows those fields to still be used but at a lower level. There is another program implemented this last year called the Early Adopter program that is supported by the USDA offering farmers a \$25 per acre incentive to plant cover crops on a maximum of 500 acres. It's a first come first serve program with a cap at 300,000 acres that went fast and was filled on the first day of opening this year but will be around again for the 2025 season. So, if you are interested in this program contact your local Farmers Pride Sales Agronomist and get signed up today.

In summary, farmers participating in Truterra's carbon program often adopt practices that improve soil health, water retention, and biodiversity while also reducing greenhouse gas emissions. Practices include reduced tillage, precision nutrient management, agroforestry, and others. Truterra's carbon programs are part of a growing movement to link agriculture with environmental sustainability, providing farmers with tools to measure, manage, and monetize their contributions to carbon reduction.

If you have any questions or are interested in these offerings, please feel free to contact me at 402-640-4858 or wborkowski@farmerspridecoop.com or meet with your local Farmers Pride Sales Agronomist and have them contact me, thank you!



Dawn Pochop
HR / Safety Manager

Human Resources & Safety Update:

One of the greatest benefits of a cooperative is the educational services available to employees and members. Recently, the Nebraska Coop Council held its Annual Meeting – and many of our Board and Management team attended. It is during these educational events that as a team we are better prepared to make decisions that will benefit our cooperative best. This

years speaker was no doubt an expert....but not in the way one would think.

In so many areas of life and business we all find ourselves making decisions. Most of us as children were taught right and wrong by our parents instructions and example. We knew exactly what was permitted, what was not allowed, and who to check with when we didn't know. Life always seems to occur in the gray area. It's where we don't know what mom or dad would say.

Enter former Enron CFO Andrew Fastow. One would second guess this selection as a speaker – but I'm here to say, it was a fascinating discovery of risk management and decision making according to a person who definitely admits he took the wrong route. Blaming no one other than himself for the harm of his decisions, Andrew navigated us through a series of how to not get locked in the trap that he did. He says he expects no forgiveness for his past discretions, and he provides no excuses. What he does provide is insight.

According to Fastow it is exactly in this gray area that we must ask the question: Is it right and is it reasonable? Fastow admits he did not ask that question of himself during the dark time of his life. Fastow believes that it is in this gray area where our minds may stop. We change our view from unethical to ethical because of a “loophole” even though the substance of the issue did not change.

As we approach the end of 2024 and look forward to 2025, it gave me perspective I was needing to set my intentions for the new year. Always striving to see how I can better myself for my family, friends and coworkers. We are all here on this earth for such a short time, and for that I remind myself to be grateful for each day. Even in the tough moments of a challenging day I must remind myself to be grateful. A goal of helping others, to not cause harm and to do my part in leaving the world and those around me in a better place. Moving forward I think I will include this question: Is it right and is it reasonable - when I am faced with challenges in making hard-faced decisions.

Author Jon Gordon says it best in his book *The Coffee Bean*. “Each of us make a difference in the lives of others. Each of us can be a messenger of hope and perseverance by using our own background, experience, success, failures.” Not every decision in life will be perfect – no one is. The lesson is to learn from the experience and share it with others. I think Fastow is trying to share his failure to help others. So when you find yourself in the gray will you ask yourself - Is it right and is it reasonable?

Stay safe this holiday season and start planning those goals for 2025!!





Farmers Pride Scholarships 2025

Farmers Pride will once again be awarding \$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 21st, 2025**. Farmers Pride will make final winner selections by April 1st, 2025.

Copies of the scholarship application will be 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 Cooperative Council Education Foundation 2025-2026 Scholarships

Applications must be submitted electronically by April, 15 2025.

Each scholarship has additional and different qualifications. See the application forms to review specific qualifications for each scholarship.

MICHAEL S. TURNER SCHOLARSHIP PROGRAM

UNIVERSITY OF NEBRASKA-LINCOLN COLLEGE OF AGRICULTURAL SCIENCES & NATURAL RESOURCES
Seven \$3,500 scholarships—one to a freshman and the balance to upperclass students—majoring in agribusiness or agricultural economics

NEBRASKA COLLEGE OF TECHNICAL AGRICULTURE AT CURTIS

Two \$2,500 scholarships to students majoring in agribusiness or ag production systems.

UNIVERSITY OF NEBRASKA-KEARNEY

One \$3,500 scholarship to an upperclass student majoring in agribusiness.

ROBERT C. ANDERSEN SCHOLARSHIP PROGRAM

UNIVERSITY OF NEBRASKA-LINCOLN COLLEGE OF AGRICULTURAL SCIENCES & NATURAL RESOURCES
One \$3,500 scholarship to an upperclass student majoring in agribusiness or agricultural economics.

For the online application form, go to
www.nebr.coop/foundation/scholarships

Nebraska Cooperative Council Education Foundation
Ph: 402-475-6555 Web: www.nebr.coop



GIFT CARDS FOR GALLONS

Farmers Pride



Earn a \$50 Gift Card for every 100 gallons of qualifying lubricant products purchased between November 1, 2024 and February 28, 2025.

Qualifying Oil Products:

- Irriflex®
- Maxtron® DEO
- Maxtron® Enviro-EDGE
- Maxtron® GL
- Maxtron® THF+
- MP Gear Lude
- Qwiklift® HTB
- Superlube 518®
- Superlube TMS®



Fill out the Redemption Form online

Complete the form on cenex.com/giftcardsforgallons

Is it time to overhaul your oil?

We're with you when it comes to reducing maintenance costs. That's why we carry Cenex® premium lubricants, uniquely formulated to withstand the intense challenges of today's high-tech engines.

With over 75 years of proven performance in the field, Cenex lubricants have definitely stood the test of time. They'll keep your engines running smoothly and provide superior heavy-duty protection for over-worked equipment. Best of all, when you use Cenex lubricants and Cenex® Ruby Fieldmaster® premium diesel fuel together, you can enroll your equipment in the best warranty protection in all of agriculture – for up to 10 years or 10,000 hours.

For your convenience, we also offer bulk delivery of Cenex lubricants. Talk to Farmers Pride today to take advantage of timely delivery of high-performance lubricants and fuels!

PREMIUM PRODUCTS. MAXIMUM PERFORMANCE.

CENEX® PREMIUM LUBRICANTS SUPPORT MAXIMUM PERFORMANCE IN THE TOUGHEST CONDITIONS.



Kip Voss
Lubricants Manager
402-568-2222



Tim Erickson
Certified Energy Specialist
402-380-7545



Bryan Markes
Certified Energy Specialist
402-640-5288



Progressive Nutrition Update:



Don't Forget the Bulls!

Progressive Nutrition

In many situations bulls tend to be a somewhat neglected part of the herd, as they don't contribute much to the operation after breeding season. However, getting them into shape and keeping them healthy is critical to the profitability of any operation. Winter is the best time to condition bulls for the spring and summer breeding season. Now is the time to look at and plan your bull wintering program.

Bulls that have been out on pasture for the summer will most likely come into the fall thinner and need to put on weight to achieve a desired body condition score of 5 to 7. Younger bulls should be managed separately from older bulls because they will still be growing and will not be able to compete with the more dominant bulls. Managing them separately will ensure their continued growth, development, and lifetime breeding potential. Younger bulls should gain about 2 lbs per head per day. This can be done using a diet around 40-42 Mcal of NEg or around 30 percent concentrate to 70 percent roughage. It is important to remember that young bulls are still growing. Older bulls need about half the concentrate of younger bulls to get back into shape. They are finished growing, so the energy they consume can be used for conditioning and not growth. Make sure the bulls have plenty of space. If they are crowded, they tend to want to fight and could injure themselves. Be sure to bed them when the weather gets cold.

Like any class of cattle, bulls need a balanced trace mineral and vitamin supplement to ensure semen quality during their spring breeding soundness exam. Research has shown that feeding flax oil through supplements such as FlaxLic tubs or PowerBooster will improve semen quality.

Bulls also need a 2:1 calcium to phosphorus ratio and plenty of good, clean water. A diet that is 12% protein for older bulls and 14% protein for young bulls will ensure there is enough protein to put on muscle as well as growth for the young bulls.

Bulls contribute a tremendous amount to the genetics of the herd and need to be properly cared for to ensure their longevity and productivity in the herd. Proper nutrition and management during winter is essential to maintain fertile, active bulls.

A Few Products to Consider:

- PN Hi-Energy Bull Challenger R30..... Hand Feed
- PN Bull Challenger R30.....Hand Feed or Self Feed
- Omega Tub
- PN 14-8-3 Availa 4 Mineral

Get a jump on planning your bull program by contacting one of our consultants!



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.

Farmers Pride 2025 Annual Meeting

Save the Date!

Thursday, February 27th, 2025

Northeast Community College

Lifelong Learning Center

601 E Benjamin Ave, Norfolk, NE 68701

9:00am Informative Sessions Begin

11:15am Meeting

Lunch to follow

Please
Join us!

Agenda:

Welcome & Board Chairman Report
-Dennis Kuchar

Nominating Committee Report
-Greg Kumm

Financial Report
-Jan White

Legislative Issues for Agriculture
-Rocky Weber, Nebraska Coop Council

President's Report
-Dean Thernes

Follow Farmers Pride on social media!
See updates, pictures and event details



In the Field, on your Farm, in your Community
www.farmerspridecoop.com

