

Volume 4 | Quarter 1 | 2022

Ag Partners News

# Between the Seeds

## In This Issue:

*"Sustainability" | 1*

*Board Updates | 3*

*Energy | 5*

*Scholarship Winners & J1 Visa Program | 7*

*Digital Ag & Risk Management | 9*

*Asset Project Updates | 11*

*Agronomy & Grain | 13*



# CEO UPDATE

## SUSTAINABILITY

One of the more hotly debated topics in agriculture for many years has been sustainability. Sustainability is defined as “the ability to be maintained at a certain rate or level.” As we look at the cooperative system, what makes a cooperative sustainable? How are the rural communities we serve sustained? And most importantly, what determines whether your personal farming operation is sustainable?

When I think about what makes your cooperative, rural communities, and the farm gate sustainable, one clear-cut answer comes to mind: You, the producer. Our cooperative depends on you, the member-owner, to produce the business results necessary to provide value in the form of services and products. It is part of our mission and obligation to ensure we do so, but our ability to execute is dependent on your business.

As rural America continues to shrink, how do our communities look forward to a sustainable future? Unfortunately, a drive through rural parts of Kansas will prove that a sustainable future is not possible for every rural community. Having grown up on a family farming operation in southwest Kansas, coupled with previously holding roles with regional cooperative partners, I have had the opportunity to see a wide array of rural communities over a large geographic area. When I look across our trade territory through the lens of my experience, I see a brighter future for the communities we serve. Why is there such a vast difference between our trade territory and other rural areas in Kansas? The answer is yet again, you. Your commitment to your local communities, along with the innovative and entrepreneurial spirit you apply to your farming operations, greatly impacts the rural areas around you.

The final piece of this sustainability puzzle is found at the farm gate. Production agriculture has and continues to evolve to be more sustainable. Modern farming practices allow for increased production and efficiency while returning more value to the acre. When I think of examples of good stewards of our environment, I can think of no better example than you, the producer, who is dependent on the land for your livelihood.

Sustainability can also be defined as the avoidance of the depletion of natural resources in order to maintain an ecological balance. I’m sure many of you have either considered or at least heard of the various carbon programs offered in the marketplace. Your cooperative is no different. We have, and will continue to, explore what participating in such programs could mean to your operation. If these programs are as beneficial environmentally and financially as they advertise, the question may be posed as to why the cooperative has not joined one. In short, the answer is many, if not most of you, have already implemented the farming practices required to participate in a carbon program, making you exempt from participating.

How does this trend impact you as a local producer? As we look at the current hyperfocus on global environmental issues, one main piece is a company’s carbon footprint. National politics are trending towards creating policies that will require entities to become “carbon neutral”. Currently, large corporations both in and outside of the agricultural industry are voluntarily purchasing carbon credits to achieve the status of being a “carbon neutral” entity.

While this is currently impacting oil, transportation, and energy markets, it is trending towards impacting agriculture production on a greater level. Several of the prominent agriculture industry conferences have had speakers cover the topic of Environment Social Governance within the last few years. Whether you are a supporter of this idea or a skeptic, make no mistake this isn't going away anytime soon. As with many government policies, they start with corporations at a national level and work their way down to a local level.

I would encourage you all to do your own independent research and draw your own conclusion. Some starting points for research would be BlackRock and Environment Social Governance or ESG. BlackRock is the world's largest investment firm and one of the driving forces behind the implementation and acceptance of ESG. To summarize, ESG is directed at driving compliance within corporations to embrace environmental and social standards. To put into perspective the circle of influence on government policy and regulation, BlackRock, Vanguard & State Street, on average, account for approximately 22% of the S&P 500 and approximately 85% of total market capitalization.

What does all this mean for Ag Partners Cooperative and you, the producer? At various recent regional meetings, it has been discussed repeatedly that compliance with environmental and social standards (ESG) could determine your ability to access the financial markets, obtain insurance, or even rent farmland. This has the potential to impact all of us.

With this being a national issue, many of you may wonder how we can help. The best course of action we can take on such issues, that can and already are impacting our industry and your farm, is to use our

voices. Again, I would encourage you all to be as informed as possible on these critically important topics and to reach out to your elected officials with any concerns or support, depending on your opinion.

Lastly, to say we are in an environment of extreme volatility would be a drastic understatement. As we navigate these challenging waters, please trust that your cooperative is managing our market risk to the fullest extent of our ability.

I wish you all the best with the upcoming spring planting season, and as always, please reach out directly to me with any questions or concerns.

Wes Spohr  
President & CEO



# AG PARTNERS BOARD OF DIRECTORS *UPDATES & NEW FACES*

Ag Partners Cooperative has announced several changes within its board of directors as of the January 2022 Annual Meeting. “Member representation and participation on the board of directors is one of the key cooperative principles and is vital to our cooperative’s long-term success,” said Wes Spohr, Ag Partners President & CEO. “After many years of exceptional leadership, board chairman Jason Taylor elected not to run for re-election this year. After the annual meeting this past January, the board conducted an annual reorganizational meeting. Kent Heinen was elected as the new board chairman and Craig Allison as vice-chair. Mark Meyer accepted the nomination to continue as board secretary. We greatly appreciate Jason’s years of service, and at the same time, look forward to Kent’s leadership as board chairman.”

Kent Heinen, a lifelong producer from the Seneca area and longtime board member runs an operation consisting of corn, soybeans and backgrounding cattle. Speaking on his recent election, Heinen said, “Being elected board chairman of Ag Partners Coop is an honor, but more importantly, it is a responsibility that no one should take lightly. I was chairman of the Nemaha County Coop during the merger with Ag Partners Coop and vice chairman of Ag Partners after the merger, so I understand some of the challenges that may arise. It is the chairman, along with the board of directors, that gives guidance to Wes and the management team to help serve the customers. As chairman, I will work closely with Wes to help give him direction on



**Kent Heinen**

board decisions and sometimes on decisions that need to be made before the board may have a chance to meet. It will be a pleasure working with the board and the management to make this Coop one that people are proud to do business with. Thank you for this opportunity to serve your Coop.”

In addition to transitions in leadership, the board has welcomed three new members. “We want to congratulate Luke Moore on being elected to the board this year. Luke’s farming operation has deep ties to our cooperative and his years of professional experience in the banking industry will make him a strong addition to representing our membership on the board,” said Spohr. “We have also revived the associate board member program and are pleased to announce the addition of two new associate board members in Craig Schmit and Matthew Elliot. We believe the associate board member program is also critically important and look forward to both Craig and Matthew’s participation in their new roles.”

Moore is from rural Hiawatha, KS, where he farms with his father and brother. Moore’s farm, now in its third generation, raises corn and soybeans, as well as a cow-calf herd. “I am very excited to become a member of the Ag Partners Board of Directors. I look forward to working with the members, customers and employees in working for the future of the cooperative,” said Moore.



**Luke Moore**



# PLUMBERG ELECTED TO LAND O'LAKES BOARD OF DIRECTORS



Ag Partners Cooperative would like to congratulate Ross Plumberg for his election to the Land O'Lakes Board of Directors, serving in the Region 3 Producer Role.

"We want to congratulate Ross on his appointment to the Land O'Lakes Board of Directors. As a local cooperative, active participation with our regional partners is critical to the success of Ag Partners Cooperative," said Wes Spohr, Ag Partners Cooperative President & CEO. "With his experience and understanding of the cooperative system, the Region 3 members will be well represented on the Land O'Lakes board."

Plumberg currently serves as a member of the Ag Partners Cooperative Board of Directors. He previously served as a Land O'Lakes Regional Council Representative, Nomination Chairman from 2020-2022, and was on the Land O'Lakes Steering Committee in 2021. Ross lives and farms in the Vermillion area and serves in multiple leadership roles within his community. His term began on March 2 at the Land O'Lakes Annual Meeting, where the company celebrated its 100-year anniversary.



Commenting on his winning election, Plumberg said, "I am humbled to be elected and very excited that I can be a representative of a company that supports its member-owners, rural communities and shares the value of the cooperative system to help advance the future of agriculture."

## MEET THE ASSOCIATES



**Craig Schmit**

"I farm with my dad, uncle and brother near Humboldt, where we raise corn, beans and cattle. I lived in Lincoln as a licensed civil engineer until recently, when I moved back to join our family operation that's been around for at least five generations. I'm excited to join Ag Partners as an associate board member. I think it is a great opportunity to learn about the processes of the board and the cooperative as an organization."



**Mathew Elliot**

"I'm a sixth-generation farmer from north east of Hiawatha, where I farm with my parents and brother-in-law. We raise corn and soybeans and have a cow-calf operation. Being an associate member is an incredible opportunity to learn about everything involved with Ag Partners. By attending meetings, I have been able to learn how our cooperative works and makes decisions without having to jump right into the deep end."

# ENERGY UPDATE

The biggest topic on everyone's agenda lately has been centered around the markets. Whether it is dealing with grain, agronomy products or fuel, the markets have been very volatile. Obviously, this is due to the war conflict between Russia and Ukraine.

Crude oil hit a high of \$130/barrel during the first part of March. Subsequently, once Crude Oil hit that high mark, it only took a couple of days to retreat to around \$95/barrel. Quite a swing in prices! Diesel fuel saw a drop of \$1.65 in those couple of days as well. There really is no guessing on where these markets will go or what they will do. We were headed for higher prices this year before the conflict, but the war has compounded that fact. A lot of our traders suspect that once a dissolution in this war crisis starts to take place, we could easily see \$1.00 - \$1.50 pulled out of refined prices very quickly. Many people contracted fuel over the last few weeks and also filled their barrels. These were probably some wise things to do. I do believe that with time, we should see some lower prices come our way.

Many of you know that we started delivering our own bulk and packaged oil back in late January. We were fortunate to have the opportunity to partner with CHS to put in a Cenex Lubricant Terminal in Sabetha, KS. We will begin to deliver products to our neighboring Coops for their packaged needs as well as delivery directly to their customers, just like we do with our customers. We had a very successful winter promotion on our bulk lubricants. We will get those gallons turned in and gift cards delivered to those customers who qualified for Cenex's Gift Cards For Gallons Promotion. If you need to have oil delivered, please call our Sabetha office at 785-284-2185, or you can also call Danny Hasenkamp at 785-713-2356.

Ag Partners Coop acquired Bern Oil Company on March 15th. Longtime owners Vern and Rita Grose were ready to retire to do some traveling and spend more time with their grandkids. Jay and Heidi Baumgartner, shared owners, were also ready to take on new roles. Jay has opted to continue his employment with us, as well as Brandon Macke, who is a seasonal propane driver. We are very excited that they have joined Ag Partners Coop. We understand that change can be difficult at times, and we are working diligently to make the transition for customers as seamless as possible. We ask that you please be patient with us while we work through some of the processes here in the short term. Customers who had fuel and propane contracts with Bern Oil need to know that their contracts have transferred over to us, and we will honor those contracts. For customers who had tanks on loan or rented, we will also continue to loan and rent those tanks. We ask that if you have any questions or concerns, please contact our office at 785-336-6153, option 2.



A quick reminder to our customers that we can contract gas and diesel any time throughout the year. Our contracts run to the end of each calendar year, and you can pull your gallons at any time during that period. We also have the ability to contract up to two years out.

We have had a few people inquire about prepaying for propane at this time. Currently, we do not have any propane contracts available for next year yet, but we are closely watching the markets to ensure that we can put together as good of a program as possible for your next year's heating needs. We will have those contracts ready to send out in late June/early July.

The last piece of news that I would like to share with you is that Clete Kramer has announced his retirement, effective April 1st. Clete started his Coop career in 1979 and for 43 years has been employed at our Mr. Tire Service Center. Clete took over managing Mr. Tire in 2001 and has held that role up to his retirement. There will be snacks and refreshments throughout the day on April 1st for customers to come in and congratulate Clete on his retirement. We are also excited to announce that Tristan Meade will be stepping into the manager role at Mr. Tire. Tristan has worked at Mr. Tire for three years now and is also excited about this opportunity.

I will close with the words that I always say. Thank you to all of our customers for your loyalty and support! Without you, we would not be able to provide the services that we do today. We will continue to work for you and provide top-quality products for you to be successful in all of your operations. I truly do mean it when I say Thank You for your business!

Eric Osterhaus  
VP of Energy

# FUEL YOUR VEHICLE & YOUR COMMUNITY

Ag Partners is proud to support local communities in 2022 through our "Fuel Your Vehicle & Your Community" donations. Six organizations will benefit from fueling your vehicle at any of our cardtrol locations. For 2022, we will be donating a portion of sales from every gallon sold at our cardtrols to different community organizations in the area!

For the first two quarters of 2022, the Seneca Community Fund, Jason Adams Memorial Trap Shoot, Axtell PRIDE, and HOPE Brown County will receive donations. For the second two quarters of 2022, the Seneca Community Fund, the Corning Community Fund, Axtell Economic Development Corporation, and HOPE Brown County will receive donations. Fuel up at your local Ag Partners pump and give back to our local communities.

## CARDTROL DONATIONS

1ST QUARTER  
DONATIONS

**Seneca Cardtrol**

**\$597.89**

Seneca Community Fund

**Corning Cardtrol**

**\$223.57**

Jason Adams Memorial Trap Shoot

**Axtell Cardtrol**

**\$132.05**

Axtell PRIDE

**Denton, Robinson, Willis &**

**Powhattan Cardtrols**

**\$202.18**

HOPE Brown County



## NOW DELIVERING CENEX LUBRICANT TERMINAL

Ag Partners is proud to share that our CLT (Cenex Lubricant Terminal) is fully stocked and running out of our Sabetha, KS location. Bulk deliveries have been made to customers in our area and soon to come, Ag Partners will also be supplying surrounding cooperatives with bulk products. Customers can contact any of our locations to get on the list for bulk delivery or contact our Seneca Main Office (877-336-6153, Option 2).

**NOW HIRING**



**SCAN HERE**

Or visit

[agpartnerscoop.com/careers](http://agpartnerscoop.com/careers)

for complete job descriptions and an application.

**BENEFITS  
INCLUDE**

Health Insurance

Defined Benefit Retirement Plan

Matching 401(k)

Paid Time Off

Paid Holidays

Life Insurance

Yearly Uniform Allowance

**HR DIRECTOR**

**Lacey Dalinghaus**

Email: [laced@agpartnerscoop.com](mailto:laced@agpartnerscoop.com)

Office Phone: (785) 336-6153

Cell Phone: (785) 294-0397

# WELCOME TO THE AG PARTNERS TEAM

**Curtis Roudybush**

Operations Technician  
Belvue, KS

**Travis Schulte**

Certified Energy Specialist

**Jay Baumgartner**

Energy Delivery Driver  
Bern, KS

**Cody Randolph**

Energy Delivery Driver  
St. Marys, KS

**John Heinen**

Operations Technician  
Vliets, KS

**Darcy Pralle**

Crop Insurance Specialist  
Hiawatha, KS

**Taylor Hughes**

Operations Technician  
Hiawatha KS

**Chris Eustice**

Operations Technician  
Belvue, KS

**Jerry Fitzgerald**

Custom Applicator  
Corning, KS

**Caitlin Holthaus**

Grain Accountant  
Seneca, KS

# SCHOLARSHIP PROGRAM WINNERS

Ag Partners is pleased to announce the five recipients of the 2021-2022 Ag Partners Scholarship Program. Each recipient will receive \$1,000 to assist in furthering their education after high school in an agricultural-related field.

Thank you to all the students who applied for our scholarship program this year. We received numerous applications and can see the determination and passion for the ag industry in our youth. Students of Ag Partners member-owners and Ag Partners employees were eligible to apply and submitted an essay describing how they saw cooperatives impacting the next generation of the agriculture industry.

Ag Partners hopes this program will help the youth in our area pursue their future goals. Congratulations to the following recipients!

**Broc Leatherman**

High School: Doniphan West High School  
College: Kansas State University  
Major: Agronomy & Minor in Precision Ag



**Mackenzie Gormley**

High School: Hiawatha High School  
College: Kansas State University  
Major: Animal Science/Pre-Veterinarian  
Medicine Emphasis



**Jordan Sylvester**

High School: Wamego High School  
College: Kansas State University  
Major: Animal Science/Biotechnology  
Emphasis



**Creighton Johnson**

High School: Doniphan West High School  
College: Kansas State University  
Major: Agricultural/Mechanical Engineering



**Haley Wurtz**

High School: Nemaha Central High School  
College: Kansas State University  
Major: Agribusiness & Animal Science



# J1 VISA PROGRAM



**Left to Right:** Illia Movchan, Mykola (Nick) Zubyk, Davyd Hordiienko, and Oleksandr (Sasha) Koreniuk

Starting in January of this year, Ag Partners has participated in the J1 Visa Program, welcoming a group of international trainees and interns to our team! In January, we welcomed four individuals from Ukraine. In March, we welcomed two individuals from Tanzania and look forward to welcoming our final two individuals from Tanzania by the middle of April.

Davyd Hordiienko, Illia Movchan, Oleksandr Koreniuk, and Mykola Zubyk joined our team all the way from Ukraine. They have been working in our eastern region, specifically out of our Hiawatha location. Emmanuel Leonce and Joseph Qambesh traveled from Tanzania and work in our western region, currently out of our Vliets location.



**Left to Right:** Joseph Qambesh and Emmanuel Leonce

Ag Partners is excited to welcome these guys to our team. In the short amount of time they have been here, they have jumped in and assisted with completing a range of daily tasks. Our goal with the J1 Visa Program is to have these men be able to work in all of our divisions and be exposed to new techniques, methodologies, and agriculture industry expertise while also learning about America. They have all been through extensive safety training and are ready to be of assistance to our growers in the upcoming busy spring season.

If you see these guys around and haven't met them yet, please introduce yourself. They are excited to be here, meet people, and learn more about the area. Who knows, they might teach you something too!

## FUN OUTSIDE OF WORK

As part of the J1 Visa Program, Ag Partners hopes to give each of these guys a great overall experience during their year with us. As a team, we have already learned so much from them about who they are and where they call home. We plan to share our local favorites, along with as many great American traditions as we can.

Outside of their everyday work responsibilities, Illia, David, and Oleksandr attended the Ag Partners Annual Meeting and AgCESS Tech Summit in January. Mykola, Emmanuel, and Joseph have celebrated their birthdays in true American fashion with lots of sweet treats and gifts. As part of the program, Ag Partners also assists these gentlemen with obtaining their CDL license. This will not only help us with daily operations but also serve as a tool to expand their skills and expertise before returning home. Illia, Mykola, Davyd, and Oleksandr have been studying and attending CDL training in Iowa for the past few weeks. We look forward to a year of great experiences with our J1 interns!



# DIGITAL AG UPDATE

## SPRING HAS ARRIVED

Spring has arrived, causing the Digital Ag team's workload to change. We've been busy writing planting scripts for corn and soybeans and organizing test plots. We've found that variable rate planting corn and soybeans has helped improve standability, increase yields, and even decrease costs in some cases. If you would like to try variable rate planting, please let us know soon so that we can get these scripts made before planting begins.

Along with the change in season, we'll begin seeing insect and disease pressure in our alfalfa and wheat crops. If you aren't applying insecticides or fungicides with your own equipment, consider utilizing our Rantizo drone services. We now have four pilots licensed to spray chemical through drones and have the ability to cover more acres in

a day. We are also lining up drone scouting using Taranis as our platform. We have more staff dedicated to scouting this year to make sure we don't miss an opportunity with you, the producer, to take your in-season management to the next level. Finally, every year we partner with agrochemical companies to test products in our local geography. This varies between fertilizer products, seed treatments, in-season growth promotors, stress mitigators, fungicides, and unique management practices. If you are interested in trying something on your farm, please contact one of our agronomists or Digital Ag team members and we can help set you up with a product that fits your management style.

Ethan Noll  
Digital Ag Lead



## AG PARTNERS WINS RANTIZO MT. OLYMPUS AWARD

The Ag Partners Digital Ag Team was recognized recently as a Rantizo Mt. Olympus Contest Award recipient for the "highest number of jobs completed" during 2021. Ag Partners started contracting with Rantizo in April 2021. Since partnering with Rantizo, our Digital Ag team has taken off and grown their number of jobs, drones, and acres applied. In 2021, they recorded approximately 190 flight hours, covering around 2,000 acres. These acres consist



of drone spraying over corn, soybeans, alfalfa, sunflowers, tree lines, fruit patches, and vegetable patches. Our team's fleet of drones has also expanded to seven drones.

Ag Partners was rewarded a plaque and a new DJI T30 Drone at the Rantizo Winter Conference. "We're honored to receive this award. We couldn't have achieved this if our staff, company, and customers weren't all on the leading edge of ag technology. Thank you for all of your support to make this happen," said Ethan Noll, Digital Ag Team Lead.

The Ag Partners Digital Ag Team consists of Noll, Zach Hanner and Brice Koch as Digital Ag & Service Specialists, and Trevor Kuhlmann and Justin Wenger as Digital Ag Technicians. The opportunities are endless, and the future is bright for drone spraying. If you have any questions or would like to learn more about the possible services our drones can provide for you, please reach out to one of our Digital Ag team members.

# RISK MANAGEMENT UPDATE

## OPTIONS FOR YOUR OPERATION

I'd like to start with a quick introduction. I'm Darcy Pralle, a Crop Insurance Specialist who recently joined the Risk Management Team with Jim Ward here at Ag Partners Cooperative. I've been involved in the crop insurance industry for several years, and I look forward to serving our producers at Ag Partners.

I wanted to touch on a couple of subjects as we move into planting season. If you have any replant, prevent plant, or coverage questions on your MPCCI policy, please let us know, and we can walk you through scenarios. The crop we plant this spring will be one of the most expensive for our producers but has the potential to be one of the most valuable as well. With such a high-risk, high-reward situation, the thought of adding extra protection with hail and wind insurance could give you some peace of mind. In addition, if you currently purchase hail and wind coverage, you might consider increasing that coverage to account for the higher crop values this year. If you have questions, we are happy to discuss these products and how they can help your operation.

For cattle operations, especially those feeding cattle, the Livestock Risk Protection "LRP" insurance policy has seen some changes in the last couple of years that are worth mentioning. In the past, if you wanted to

lock in a floor price on your feeders (similar to a Put Option) with LRP insurance, you had to pay for the premium upfront, and the subsidy levels were fairly low. These rules have changed, and no premium is due till the end of your LRP insurance period. Also, the subsidy has increased by 10% or more on most levels, so LRP policies are now competitively priced versus the traditional Put Option. Typically, the cow-calf operations didn't have much for choices either, but with the changes came an "unborn" category to lock in LRP insurance on future calves as well. Several other advantages make LRP more flexible than Put Options, so if any cattle producers have questions, don't hesitate to reach out.

As a reminder, if you have pasture/hay ground, the annual signup for Pasture, Rangeland, Forage ("PRF" - Rainfall Insurance) will be in the Fall. We will be sure to keep you up to date and have more information on the benefits of this insurance program later this year. Good luck this Planting Season, and please feel free to reach out to your dedicated Risk Management team at Ag Partners with any questions.

Darcy Pralle  
Crop Insurance Specialist



# PROJECT PROGRESS

## 2022 ASSET PROJECTS

In June 2021, The Ag Partners Board of Directors and members of the management team conducted a strategic planning session. The session focused on designing and implementing a long-term plan to ensure the continued success of the cooperative.

Members of the management team presented business plans outlining Ag Partners' most critical needs to better serve you, the customer. The five projects listed here are the first phase of capital reinvestment initiatives that have been selected to allow your cooperative to continue to support the communities we serve, current producers, and future producers.

### AGRONOMY SERVICE CENTER HIAWATHA, KS

#### GOALS

- The facility will provide 21,000 tons of dry fertilizer storage
- With this new facility, we will be able to hold 52% of our annual volume at once across our locations.
- The scale, speed, and design of this new facility will allow us to consolidate storage from our other, older, storage sheds and service a wider geography more efficiently.
- Estimated completion date: June 15, 2022.

			
<b>11/04/2021</b> Dirt work preparations started.	<b>12/16/2021</b> Wall concrete bases are set and forms are ready to start going up.	<b>01/24/2022</b> 175 yards of concrete walls being poured.	<b>02/10/2022</b> Motor Control Center starting to be built.
			
<b>02/25/2022</b> North half of the first few trusses in place. First load of handling equipment arrived on site.	<b>03/04/2022</b> Last pour of the main structure walls.	<b>03/25/2022</b> Trusses continue to be placed before being raised.	<b>04/11/2022</b> Trusses up. Fabric will start to be pulled over week of April 18th.



### EASTERN REGION FUEL PUMPS DENTON, KS | POWHATTAN, KS | ROBINSON, KS | WILLIS, KS

- Existing fuel dispensers in Denton, Powhattan, Robinson and Willis will be removed and replaced with brand new dispensers that connect with the current dispensers in Axtell, Corning, Seneca and Vliets. Denton's new pumps will only have gas, not diesel. Denton diesel customers can contact the Seneca Main Office (877-336-6153, Option 2) to talk about having a tank set on their property for bulk delivery.
- Each location will take three to five days to get everything replaced, hooked up and running. We will send out information in our statements once we know a timeline. We will also put up signage at each location and post on our social media platforms to let customers know when pumps will be out of service.
- We are waiting on quotes before a timeline can be set. If contractors are willing to work on the pumps over the winter, we could have them replaced during that time, but more than likely we are looking at spring.
- For those with fuel cards, or fuel card questions, please contact the Seneca Main Office (877-336-6153 Option 2) to have cards made. We will look into options for getting a card printer for the Hiawatha office, and are also looking into what we can do to have cards done ahead of time.
- Estimated completion date: Spring 2022.

# GRAIN STORAGE FACILITIES



## TARKIO, MO

### GOALS

- The new structure will provide just over 3 million bushels of storage, with 20,000 BPH receiving
- Our Tarkio location can currently hold 2.67 million bushels. Once the new building is complete, there will be storage for 3.7 million bushels in total
- Estimated completion date: August 2022.



10/22//2021

Preparations being done and the start of the reclaim tunnel.



11/04/2021

Reclaim tunnel going in.



12/23/2021

Preparations being done for the receiving pit.



01/25/2022

Preparing to place receiving pit.



02/10/2022

Leg trunking is being set. Tower support leg is being built. Overhead load out bin is set.



03/08/2022

In-floor aeration run being built and cement poured.



03/25/2022

First of main floor being poured.



04/11/2022

West half of the main floor is poured. Wall pouring and east side aeration starting soon.

## WAMEGO, KS

### GOALS

- The new building will hold 2.6 million bushels, with a 20,000-bushel leg and 1,000-bushel pit and will increase Wamego's corn storage by 1.4 million bushels
- Both steel bins will go to soybeans, increasing soybean storage at the facility by 440,000 bushels
- Estimated completion date: August 2022.



01/28/2022

Bunker is cleared and site is ready for dirt work.



02/09/2022

Preparations being done for the receiving dump pit.



02/09/2022

Reclaim tunnel going in.



02/24/2022

Forms for pit of the grain leg and receiving pit.



02/24/2022

Leg tower sections and receiving pit insert ready to be placed.



03/03/2022

Pit for grain leg and receiving pit. Back fill beginning to start.



03/03/2022

Overview of the overall length of the project.



04/11/2022

Working on aeration run pours and east wall pours.

## CONTACT INFO:

Wes Spohr, President & CEO  
 • 316-833-7268  
 Brian Winkler, VP of Asset Management  
 • 785-294-0082  
 Ben Zimmerman, VP of Ag Services  
 • 785-313-1405  
 Eric Osterhaus, VP of Energy  
 • 785-294-2722

Lucy Heinen, VP of Grain  
 • 785-336-6153 Ext. 218  
 Brandon Channel, Regional Director  
 • 785-458-9734  
 Kevin Bergman, Regional Director  
 • 785-294-2595  
 Jeff Williams, Regional Director  
 • 785-741-0222

## STAY UPDATED ON PROJECTS:

- Website: [agpartnerscoop.com/news](http://agpartnerscoop.com/news)
- Quarterly Newsletters
- Social Media: Facebook, Twitter, Instagram, LinkedIn

# AGRONOMY UPDATE

## *PUTTING YOUR FARM PLAN INTO ACTION*

Spring planting season is upon us, and we're beginning to put farm plans into action as we approach one of the busiest times of the year. There is no doubt that we are experiencing unprecedented times as supply chains continue to show weakness, inventories are at historically low levels, and the reliability of transportation continues to be a disappointment.

Although we hope this isn't the new normal, Ag Partners has taken the approach that we need to be better prepared for tough times such as these and position our company to win in the face of adversity. Because of this, we're continuing to add fixed assets, expand facilities and upgrade equipment with new automation and streamlined processes to improve

working conditions. Along with the enhancements made at our key facilities, we continue to add new innovative software and equipment that provides unmatched services to you, the customer.

We have set the standard for Digital Ag within our footprint and look forward to bringing new products and tools that you won't find with any other retailer. Don't miss out on an opportunity to gain knowledge about your fields, save on high input costs, and enhance your overall yield and profitability by applying these new technologies within your operation.

Ben Zimmerman  
VP of Agronomy



# GRAIN UPDATE

## MARKETS & DECISIONS

USDA came out with an updated WASDE report on April 8th. US corn ending stocks were left unchanged, and global ending stocks were raised slightly. Global production was raised by 2.7 million tons. Brazil's production was raised higher, by more than 2 million metric tons. Corn imports for China were lowered. US soybean ending stocks were lowered by 25 million, and global soybean production was reduced by 3.1 million tons. Brazil's production was lowered by 2 million metric tons.

With large inverses looming for both corn and soybeans, putting offers in to price your grain now is a very good tool. We have developed a breakeven calculator to help with that process. For some, pricing grain is an emotional decision. By using our breakeven calculator, you will know where your operation is making money, which can help you make marketing decisions that you can feel confident about. Contact our grain department today for help with a marketing plan for your operation.

We wish you all a safe and smooth planting season with fortunate weather!

Lucy Heinen  
VP of Grain

## SPRING GROWER MEETINGS

Throughout March, Ag Partners held our Spring 2022 Grower Meetings. Team members from our grain, agronomy, energy, and risk management divisions presented information about the services we can provide as well as company updates for our valued customers. ABK Fire also joined each meeting to provide fire extinguisher checks and sales to growers. We enjoy using these events to build relationships with our customers and learn how we can better serve them.

Thank you to everyone who attended!



Highland, KS



Wamego, KS



Seneca, KS



Tarkio, MO

Volume 4 | Quarter 1 | 2022  
Ag Partners News

# Between the Seeds



## Partnering For The Future

Visit our website at [agpartnerscoop.com](http://agpartnerscoop.com)  
Call Toll Free 1-877-336-6153