## COOPERATIVE RELEVANCE



And what it means for you and your operation







## FROM THE BOARD PRESIDENT SEAT

By Tom Shatek, New Hampton location member-owner

Our newly hired Marketing & Communications Director at Five Star Cooperative, Laura Underwood, gave me a call the morning this article was due to ask how it was coming together. I told her I had been busy without a chance to start it yet and asked when it was really due. I jokingly shared that I'm never the last one to submit, but that's why you never say never, as she already had the others and was in the proofreading process. She challenged me to consider the word 'relevance' when writing my article as the other individuals had with theirs.

As I thought about 'Relevance' many things came to mind. We as farmers want to be relevant to the cooperative. No matter what our size, we want the co-op to care about our operation and help us to be successful. The salespeople want to be relevant to farmers while getting the chance to sell their products and services. The co-op wants to be relevant to the suppliers it buys from and others they deal with. There are multiple examples of why it is important to remain relevant in order to survive in today's world.

As directors, we sometimes make decisions to remain relevant or find other ways to be a player in the game. The new feed mill in New Hampton being constructed is an example of this. Five Star has a strong and tenured history in the feed business. It was getting to the point that we either needed to build a new mill to remain relevant or slowly get of the out feed business as the old mill wears out. The Board chose to stay in the game, it just made sense to do. The Lawler grain expansion is another example of this. To remain relevant to the members in that area something needed to be done or else the business would eventually just fade away as the old facilities continued to age.

The release of NexStar is exciting for the agronomy department. With so many low-cost products out there and price-based buying decisions at a new high, it is increasingly difficult to compete solely on price. These products give the sales team another tool in their toolbox while streamlining in the purchasing process. Doing this will help keep Five Star relevant in the crop additive sales world. While on price, it is important for the team that there is competitive and fair pricing while acting with integrity during the selling process. This goes a long way toward keeping the cooperative in the game.

## ALSO INSIDE...

Growth & Opportunities

CEO Perspective

HUGE Hardware Savings

Members Only

From the CFO

Annual Meeting 2020
What We're Up To

Prepping For The Future
Feed Team's Dedication

Firing It Up

With Petroleum

Making Progress

Through Grain

Precision Powered

Agronomic Decisions

Being Here To Serve

Regional Updates

NexStar Crop Performance

Here To Work For You

...AND MORE!

## **GROWTH & OPPORTUNITIES**

By Ken Smith, CEO Five Star Cooperative

As the fiscal year and growing season have ended. I'd like to thank you for your partnership with Five Star Cooperative. The business provided to us has led to another year of strong financial performance and establishes a stronger position in the future. I am proud to share the following high-level results for the fiscal year that ended on August 31st, 2020. Team Five Star achieved a total net savings of \$6,542,497 (includes regional patronage, investment income, and tax implications) on sales of \$315,254,155. This performance has put your local cooperative in a position to return more than \$2.4 million in patronage and continue to aggressively revolve deferred equity. These results have been audited by Gardiner, an accounting firm that specializes in cooperative finances, and additional details will be provided at our annual meeting on December 17th.

A practice that remains the same year after year is our investment in the future. Over the past 18 months, we have invested in strategic capital improvements totaling more than \$16 million. An investment of this level allows us to more efficiently serve our customers, create safer work environments for employees, and enhances both the customer's and the cooperative's returns. For this fiscal year, we had a new feed mill in New Hampton, a grain expansion in Lawler, three new 60,000 gallon LP tanks, eight grain sweeps, and various agronomy application equipment upgrades throughout our territory. By executing on these investments, we can focus on Customer Service, Employee Experience, and Operational Excellence.

...Continued on page 3



### From The Board Seat

Continued from page 1...

On a larger scale, one of the reasons we are in discussions with Farmers Win is to remain relevant in the cooperative landscape and in the vast ag retail world. In order to attract and keep the right talent, get the best pricing on both the buying and selling of products, also maintaining and building assets and services, the cooperative needs to be the right-size. What is the right size? That evolves over time as conditions change. In today's world, size does matter, but it is important to always remember that bigger is not necessarily better, better is better.

The discussions with Farmers Win Cooperative will pick up now that harvest is over. Employee teams from each department are scheduled to report their findings to the two full boards in December. A couple full board meetings will follow to confirm other items and a decision on how to proceed will most likely be made in early January. If the Boards decide to move forward, you'll see member information meetings to follow and then members will most likely vote in February/March timeframe. Hopefully CoVid-19 doesn't impact our ability to keep moving forward.

The Five Star annual meeting will be held virtually on December 17. With all the uncertainty out there, the board and management team felt this was the prudent thing to do for the safety of employees and members. I sincerely hope that virtual meetings don't become the new normal but know that we will make this as easy for you as possible.

The Board would like to thank the employees for all their hard and safe work during harvest. As always, thank you for your past, present, and future business with Five Star Cooperative.



### **Settlement Direct Deposit**

Did you know your Five Star account is able to direct deposit right into your bank account?! Contact Info@FiveStar.Coop for more information!

## **Growth & Opportunities**

Continued from page 2...

While we have had a successful year, we must continue to find ways to improve and remain relevant. We remain deeply committed to finding ways to enhance services, assets, technology, and profitability. The potential merger with Farmers Win Cooperative is just that, a significant opportunity to be better for customers, members, and employees in the future. The employee teams have worked hard on investigating the potential risks and rewards of forming a new cooperative. Although CoVid-19 has created some hurdles, we worked hard to keep the team healthy and safe without losing any progress. The two Boards are scheduled to meet in December to share those employee findings after assessing the opportunities and challenges. The team is eager for the meeting and hope things can continue in a safe and timely manner. After the report-outs are shared, the joint board of directors will determine the next steps, whether to proceed to a full membership vote or evaluate other avenues.

Another opportunity that we created to add value back to the agronomy sales experience is NexStar™, a cooperative-owned brand of crop input and additives that remove links from the product supply chain. We can source these high-quality products in a manner that is price friendly and in-turn will enhance customer profitability. The best example of this is with the JumpPoint™ ST seed treatments available, I encourage you to contact your local sales agronomist to learn how seed treatments are built into the price of the bag and the savings that can come when you look at that as a separate item or consider the replant assurance that NexStar offers.

The last several months have presented unique challenges and have created new opportunities. It is encouraging that many of our members are experiencing improved profitability with the recent strength in the grain markets. Know also our Grain Marketing Team is here to help do just that. Whatever the coming months bring us, rest assured that our cooperative will be focused on delivering our mission: To provide quality products and services to our customers which enhances opportunity to be profitable while sustaining Five Star Cooperative's financial strength.



Thank you again for partnering with us. Good days are ahead!

## Save BIG with Five Star Hardware!

20% OFF Tingley, DryShod and Twisted X footwear!
Limited Time Only

Buy One, On in-stock
Get On HAND SANITIZER
FREE! While Supplies Last

Enjoying the photos? All were submitted by Team Five Star throughout the fall months!



## **POSITIVE FINANCIAL OUTLOOK**

By Laura Schwickerath, CFO

August 31, 2020, fiscal year-end audit is now complete and it was a profitable year. I commend the Five Star team who prepared for the audit this year; with our new software there was additional cross-referencing between both the new and old platforms and we have a dedicated team who worked on it.

With the top-level financials proving positive, we are allocating a Domestic Production Activity Deduction (DPAD) to our members. DPAD statements had been mailed out the week of November 9th. This is a tax deduction that is being passed back to members and is allocated based on grain bushels you bought or sold from/to our cooperative. This is a notice that you can take to your tax preparer if you are having a tax estimate done. This same deduction figure will be shown on Box 6 of your 1099 that will be mailed out in January 2021.

With the profitable year, we also get to pay a patronage dividend for payment on our Annual Meeting date. Ballots have been mailed ahead of the annual meeting with the option to return the physical ballot or vote online. Although we would prefer to have you join in person, this year we are unable to gather and will be providing a virtual Annual Meeting with checks being put in the mail on the day of the meeting. Further instructions in regards to the virtual meeting will be provided closer to the meeting and we are striving to make it as user friendly as possible.



### As always, thanks for your business.









# Join Us Live!

When: December 17, 2020 9:30am

**What:** Virtual Annual Meeting

**Where:** Your Computer Or Mobile Phone at

https://wearelivetoday.com/five-star-coop

### **How To Ask Questions:**

Submit your questions in advance with your name to Laura.Underwood@FiveStar.coop or text them in during the meeting to 641-229-1322 so they may be answered!

## PREPARING FOR THE FUTURE

By John Winter, Feed Manager

I am sure you have been watching the markets continually go higher. Soybeans have gone up \$80/ton, corn has risen \$.70/bu., and distillers have also risen \$75/ton in the last few months. Livestock prices have gotten a little better but feed prices have increased dramatically. Some of the reasons for this are: shorter crop in the US, short carry-out for the coming year, lack of moisture in the Southern continents, China possibly buying more grain, and may I throw in, an election year. My gut feeling is that sometime between now and March, we will see a dip in prices, (not sure how much, so don't bet the farm), but it might not get close to \$300 soy that we saw in the last year. It has been quite a ride and will continue this way for the coming year.

On the brighter side, test weight of your corn has been extremely good with lower moisture than the previous year. Test weight running anywhere from 56# to 60# in most areas, with some producers able to bring corn in directly out of the field with moisture around 15%. This means you will have good quality grain coming in for your feed in the coming year.

With the opportunity for growth and thinking about how the Feed Department remains relevant, we've been exploring new partnership opportunities. We continue to work closely with Farmers Win on

ingredient milling; they've been making our beef feed and we've been making a lot of their swine feed. This has been working well and will hopefully continue to do so.

If you look to the North side in New Hampton, you have seen this tall cement structure since last Thanksgiving, just another example of positioning the feed department to be relevant for years to come. We should begin to operate this mill shortly after Thanksgiving and be in full swing by Christmas. We are mindful of CoVid-19 and are unable to host a normal Open House but will when it is safe to do so. Until that time, we will be offering private tours around mid-December. You will be required to wear a face covering and schedule an appointment by calling the mill or myself, 641-394-3753 or 641-330-3543.

As much as it saddens me to share, I have given notice that I will begin my next adventure into retirement and my last day with Team Five Star will be March 31, 2021. After 47 years of FUN and advancements in the Feed industry, all good things must come to an end. We have

interviewed strong candidates and look forward to all the good things my replacement will be able to do. I thank you for the all great years and wish you all the best in the future!









## MILL NEARS COMPLETION

By Jeff Hageman, Assistant Feed Manager

The new feed mill is progressing nicely as we plan on doing the startup testing, ingredient flushing, and finish feed bins by the week of December 7th. There is a lot of work to be completed but everyone involved feels it is doable to meet this timeline. The steel is all in place on the outside structure. There is a lot of drywall and steel yet to be installed in the interior loadout areas, the warehouse, and offices. Interior and exterior doors are being installed as well. It's important that this part of the process is up to fire code for the safety of our employee team.

Construction is 7 days a week until finished and has been for a for some time now. The micro bin system and tote system are also being installed. We are excited seeing this getting closer to a reality as this will be a great addition to Five Star for the future growth of the feed department and for the cooperative, showing that we are here as a full-service cooperative for future generations. This new mill will allow us to double our current tonnage in New Hampton and allow for continued growth in Klemme as well.

It's Time To Grow.

Stay Healthy & Be Safe!

## FIRING UP THE SEASON

By Bruce Halverson, Petroleum Manager

With the crazy times we live in, I'm proud to share the updates Five Star Cooperative's Energy department has made recently. More seasonal temperatures are on the way and we want to ensure the smoothest service for all customers. We have made upgrades at our New Hampton station by installing new pump dispensers and updating our credit card security software. In Hanlontown, we added a new blender pump dispenser and updated credit card security. Then in Scarville, we upgraded the credit card security software as well. These upgrades should help enable these locations run smoothly for your comfort.

We have added two new propane drivers to help fill the void of the great drivers who are sidelined due to medical issues. In Nashua, we hired Mike Fonley (641-257-8922) and in the New Hampton area we added Rick Pleggenkule (641-257-9517). We look forward to having those strong individuals on our team and continue the drive for success

When looking towards the future, expanding the reach of our propane business as efficiently as possible is important to us. In doing so, we added 180,000 gallons of total storage in strategic locations. We added 60,000 gallons propane storage at Sheffeild and added 120,000 gallons of storage at the new Lawler grain site. With the drier and warmer fall allowing for low moisture crops, we didn't use too much for crop drying. This added storage will allow us to be properly positioned for future years where demand is back to a normal usage level.

Winter weather is just around the corner and I'd like to remind you that we carry the needed premium winter fuels to help with your everyday activities. We have these products available at the stations and for bulk delivery. More information on this can be found by contacting your local salesperson or myself. If we get any larger snow falls, please to try and have a path cleared to your propane tank if a delivery is scheduled. This enables us to make an efficient and safe delivery.

I hope everyone stays safe while having a very happy upcoming holiday season. Thank you for your business.

Until next time.







## TRYING FOR TOMORROW

By Gina Fangman, Hardware Manager

I'd like to first begin by congratulating Steve Gebel on his retirement after 44 years of dedicated service. Forty-four years is one heck of a run. Steve isn't leaving for good; he has decided to work with us at the Hardware Store as a part-time employee for as long as he can.

We play an important role with our high-level exposure to our customers as well as distribution of products to customers and other Five Star locations. We are here to answer questions, assist in finding the correct items so that customers can leave our store with product in-hand, and having a positive shopping experience. This is something you won't find with online shopping. Ecommerce shopping may be the way of the world as customers can easily purchase from the comfort of their own homes but sometimes you are not able to wait for order processing and shipping time.

This is where the brick and mortar stores, such as your local cooperative Hardware store, become extremely relevant. We have been and will continue to be here to serve you, our customers and memberowners. The products we provide allow your operation to continue without waiting on the inevitable 'this looked right on the screen' parts order. We are here to assist when customers are in desperate need of equipment parts after a breakdown or when an animal needs feed or medication. Ecommerce shopping is taking its toll on retail stores everywhere in today's retail industry, so I'd challenge you to shop local this holiday season. Our store has a great selection of Green Mountain Pellet Grills, fantastic Twisted X shoes or even home décor fit for any style!

The importance of local storefronts will not be noticed until it's too late. We work diligently to ensure we are providing a relevant shopping

experience, brands, assortment, information and pricing for our customers. We want you have a store to shop at for all your urgent and non-urgent needs here at Five Star Cooperative.

We are here for you.

## **MAKING PROGRESS IN UNCERTAIN TIMES**

By Marc Throndson, Grain Merchandiser

2020, what a year it's been! While many of us would love to forget the fall of 2019, fortunately this fall has been much easier on all of us. As November moves on, most of the harvesting and fall field work is wrapping up nicely and it seems we will be in a much better position this upcoming spring as a result. To say yields have been all over the board is an understatement. While there have certainly been bright spots where precipitation was adequate, the consensus across our territory would be better than expected bean yields and slightly lower



corn yields compared to the past few years. Corn on corn ground certainly seemed to take the brunt of it.

Earlier this fall we were able to finish up the 2019/2020 fiscal year within the cooperative. The grain department had a very strong performance by handling almost 20% more grain than the year before along with solid margins. Wetter corn in the fall of 2019 combined with strong location bids and a large growth in the local direct ship markets were some of the reasons we were able to show such growth in our volume, but the biggest reason would be our customers' commitment to us. We thank all of you for your business and consideration this past year; Five Star's grain department is in a better place as a result and we hope each of you are as well. For the second straight year our board has elected to pay out 3 cents/bushel in patronage, an exciting trend for our Coop! That is real dollars going back into our communities that our team takes great pride in.

Looking forward for the 2020 grain marketing year, I think it's important to take a step back and gain some scope of what we've gone through recently. Volatility was the name of the game this past year between a global pandemic, Derecho storm through lowa and Illinois, and the increase of a strong corn & soy export program. As a result, we've seen both the lows and highs of the year put in on many of our commodities just in the past 3-4 months alone! So, what does that mean for you moving forward? We believe risk management is as critical as ever for any grain operation. What percent of your crop do you have sold? What percent do you want to have sold? Where are prices at vs your breakeven cost of production? Should you be trying to protect your downside? These are questions that we all need to think about. Our grain team is in a strong, knowledgeable position to help work through these questions. Between OTC products, options on the board of trade, hedged-to-arrive contracts, knowledge of crop insurance, and strong forward bids into both Five Star and direct ship locations, we have the tools to help. Most of all, our team cares about your success and how we can help your operation.

This upcoming year will create each its own set of unique challenges, but also opportunities. Grain may flow in directions that it typically does not, as the market tries to sort through production short falls in some areas while surplus crops in others. We believe we are in a great position to help each of you navigate this environment and move your business forward. Contact your local Five Star Grain rep or the grain line in New Hampton (641-394-3056) as we'd love to hear from you!



## Do You Know...

We are missing contact information for the following members and if you have updated information, please share that with Brianna Bryan at 641-394-3052

William J. Mathis
Dustin Myers
Canisteo Farms % Perry Aalgaard
Donald Eslinger
Ted Lawyer
Doug Prohaska

## **WE ARE HERE TO SERVE**

By Ben Thomas, West/Central Regional Operations Manager

As we wrap up another successful and safe fall season, it always leaves us wondering what can we learn from this year? How we can be more vital for our member owner/customers operations? What will it take to be relevant in the years to come?

When it comes to grain, speed and space are king! Possibly unbeknownst to you, Team Five Star made a strong effort to move bushels around to keep our main and most accessible locations fully functioning for when you needed it. We had a week where we had to close locations earlier than we would've liked but, on those days, we had no choice, then put in the hard work to get back ahead of it. With the higher than

normal yields, perfect harvest conditions, and low harvest moisture it moved extremely quick and was one for the record books.

In just eight weeks, the west and central regions received in 22 million bushels of grain. The Ventura pile was filled in 14 days, a new Five Star record. In just 16 days, the harder to operate in Fertile flat storage was also filled. Monumental determination by the employee team was what made flipping two grain bins and some concrete silos, totaling 425,000 bushels, possible for additional in-season space.

Five Star Cooperative's trucking fleet had a very successful fall season picking up grain off the farm. This service provides another way for our team to help the customer be successful and helping complete harvest in a timely manner. Your grain originators are a great resource for this so don't hesitate to reach out!

Speed, precision and accuracy are the critical elements of our fall agronomy operations and fertilizer spreading. These all sound easy until, like anything in agriculture, just throw in the weather and all bets are off. We've dealt with what seemed like the windiest Fall we've ever experienced. The rain stayed away for the most part, so it was just waiting for the wind to die down. The Five Star team spends a lot of hours calibrating and pan testing machines in different wind conditions, so we know what to expect if we need to get that one field done for a customer in less than ideal conditions.

Help us grow alongside you!! We are here to Serve!





## **NexStar Crop Performance**

Five Star Cooperative's sales agronomists are talking about **NexStar<sup>TM</sup>**, our recently launched and cooperative owned brand of premium products strategically selected for our specific trade area. The agronomic industry leverages a large percentage of off-patent products and today's customers demanding more economic options. By adding this brand, we are removing added costs of distribution, transportation expenses, and cost-plus-rebate type marketing. This brand will be more adapt for Five Star member-owners and customers by having the ability to adjust the line-up to meet demands and be relevant for years to come.

Growers have a chance to strengthen yields in about five passes across the field every season. NexStar has a product to fit in each pass. StayPoint<sup>TM</sup> products work to stabilize nitrogen and protect yield by making nitrogen available when it is needed the most. JumpPoint<sup>TM</sup> seed treatments come with industry leading active ingredients quantity for low use rates and include FloRite polymer to deliver exceptional planting without sticking, bridging or dust-off of active ingredients. SprayPoint<sup>TM</sup> additives help every ounce of your spray solution either get where it was intended to go or stay active longer to improve in plant activity. ProfitPoint<sup>TM</sup> foliar nutrition is designed to help feed your crops micronutrients that we have identified to be lacking during multiple years of tissue sampling in our area. These products have been formulated specifically for our trade area but can help any customer in multistate area of lowa, Minnesota and Wisconsin allowing your cooperative to grow in any direction!

Contact your local sales agronomist for more on this complete offering or check out to www.NexStar.ag.

## **KEEPING THE PACE THIS HARVEST SEASON**

By Tony Myers, East Regional Operations Manager



What an exciting and strange year 2020 has been with CoVid-19, the fast and dry spring, and now the record pace early harvest. A big thank you to all our employees and customers who have weathered this pandemic with us. It has been frustrating for customers to be unable to access offices at any time, for employees who have had to change work schedules and all of us learning how to conduct business in a way completely different from what agriculture is used to. With all the challenges and frustrations, we have kept employee and customer safety as the main driving factor while operating through our busy fall season. Our goal of keeping everyone healthy and safe has paid off as we were able to service customers through the heat of harvest and fall agronomy season without missing a beat. Not all cooperatives or business have been that lucky. So, thank you again to all customers and employees for making this all work.



Grain had a terrific harvest season that started nearly two weeks earlier than last year and transitioned straight from corn to bean harvest without any gaps due to low moisture corn and stretch of weather without rain. This was good for growers and for our employees, but it also created challenges when it came to space. We were fortunate for a large bean harvest that pushed us to use reserved corn space for those beans, then turn it back to corn space in order to keep receiving from producers in the field. Some of the newer investments we made in the zero entry paddle sweeps have paid off and helped us to flip storage very quickly so that we did not have to stop the flow of corn coming into locations. What used to take us 2-3 days to vac a bin with 3 people is now accomplished in less than a day with one. These investments also create a zero-entry process and allow the task to be done safely from outside the bin.



The Lawler grain expansion is completed and proved to be a valuable investment during a fast-paced season. The improved dump speeds and increased storage capacities added value to the cooperative as well as the dryer decreased the transportation expenses of wet corn

from Lawler to New Hampton. Although this year was not a big year for drying, there will be many more to come that this will be a big help and we can allocate more trucking power to on-the farm pickup for our customers.



Thank you again to all employees and customers for making this a safe and successful 2020.



# LET THE TEAM WORK FOR YOUR ACRES

By Olin Amundson, Agronomy Manager

What a great fall to harvest crops, preform fieldwork/plowdown, and complete fall NH3 application. When looking back, our last two falls pretty much skunked us on those fall activities. The markets have reflected that large demand when looking at MAP and DAP. There have been very few imports leading to a \$150 per ton increase in those products. We are thankful for our storage facilities and being able to combat that spike with our current reserves.

There is no resolution in sight for the antidumping charges against Russia and Morocco on phosphates which is setting it up for a risky spring supply. I'd stress the importance of spring planning and commitments, so your local cooperative is able to secure the product to meet those needs. UAN prices continue to be at a discount to Urea. We've seen a trend of growers choosing to switch from urea topdress to UAN sidedress or Ydrop due to cost per acre difference in today's market. Future nitrogen pricing will depend on estimated corn acres in the Midwest for 2021. We work hard to procure product at the best prices available but without working through the sales team's recommendations, it can be like throwing darts blindfolded. The team is ready to field your questions and supply the best input recommendations for your acres. We do this not for today's sale but for the long-term investment in your farming operation, considering sustainability and what will position your fields to be the most profitable.

In recent agronomic news, Xtend® has received a Federal label for 5 years and now we wait on

the State labels. This will help define seed and herbicide needs for the next year in a timely manner. See the manufacturer label for more information.









## PRECISION POWERED

By Drew Hoskins, Agronomy Technology Specialist

Xcelerate is Five Star Cooperative's combined precision platform and software toolset that allows growers to measure, manage, and analyze their fields. We utilize a broad spectrum of products and tools including but are not limited to... Climate Fieldview, R7, Field Forecasting Tool, soil samples, tissue samples, FieldAlytics, and Premier Crop Systems. Technology has become more integrated with agriculture in the last 20 years and we've seen massive improvements in efficiency, accuracy, and availability. Advances in technology have led to satellite images that can help you identify disease or insect pressure or even identify health problems with sub-meter accuracy. Physical infrastructure like roads and railways have powered agriculture for centuries, digital infrastructure will be just as pivotal to agricultural success in the coming decades.

This is where our agronomy sales team comes in. Our Agronomists will analyze all the layers of your field and provide you with insights to go off of. Every year you make decisions that can affect your farms' future, by using Xcelerate you can make those decisions based on data-backed conclusions.

Premier Crop Systems is our analytics program that analyzes cost information for all aspects of your operation, from planting to harvest with everything in between. This tool helps the visualization of what works and what doesn't.



## PRECISION POWERED

...Continued on page 10

We also capitalize on the R7 tool from Winfield United for in-season imagery, the Field Forecasting Tool model to apply nutrients to your field at the most optimal time, and Nutrisolutions for tissue samples so we can get an idea of what your crop needs at those pivotal times.

Five Star works closely with Frontier Labs so we can soil sample as efficiently as possible. Frontier uses a program called FieldAlytics that houses all of the fields and soil test results, from there our agronomists can build your fertilizer recommendations and send them to you, via email or print out a report and bring it to the next meeting.

We also have a strong relationship with Climate so you can have data sent straight from your tractor or combine directly into Fieldviews website or app where you can analyze the data and monitor the status of your fields from your mobile phone or computer. You can even share your operation with our Agronomists so they can help you out when deciding what to do with all the information.

We are excited about the Xcelerate program and the light it sheds on the future of farming. These new technologies and advancements are high-value tools that we recommend you take advantage of. For any questions you might have about our Xcelerate program and any precision tools or software, please don't hesitate to reach out to myself or your local sales agronomist.





A Zone (250 bu/ac)			
	\$/ac	\$/bu	
Nutrient	118.22	0.47	
Seed	124.62	0.50	
Chemical	63.11	0.33	
Field Operations	100	0.40	
Management	30	0.12	
Land	225	0.90	
Total Cost	713.68	2.86	

	\$/ac	\$/bu
Nutrient	103.34	0.47
Seed	115.80	0.52
Chemical	83.11	0.38
Field Operations	100	0.45
Management	30	0.14
Land	225	1.02
Total Cost	681.61	3.09

	\$/ac	\$/bu
Nutrient	94.20	0.45
Seed	114.06	0.54
Chemical	83.11	0.39
Field Operations	100	0.47
Management	30	0.14
Land	225	1.07
Total Cost	680.44	3.23

## **YOUR AGRONOMY SALES TEAM**

### **New Hampton**

Bob Sobolik | 641-330-1815 Drew Hoskins | 319-213-3369

### **Scarville**

Cory Mathahs | 641-590-7050

### Mason City/Burchinal

Darrin Kingery | 641-425-7831

### **Joice**

Dustin Keninger | 641-521-0304

### Nashua

Heath Huntley | 402-779-5353

### MONITOR YOUR PROGRESS

Monitor your progress in real-time with digital maps as you pass through the field, tracking seed population rate at planting and yield at harvest.

### Ventura

Kenny Maas | 641-512-3818 Dave Steen | 515-320-5693

### <u>Lawler</u>

Jordan Heit | 641-229-0427



### STAY IN

Watch field activities, even when you're not in the cab, with Remote View. Stay in the loop, even when you're not in the cab, so you can more easily manage your operation year-round.



#### SHARE CRITICAL DATA

Share your entire operation, on farm, or single fields with your business and agronomic partners to help you make important decisions.

### <u>Dougherty</u>

Rick Demaray | 641-425-3986

### **Management**

Olin Amundson | 641-330-0878 Jim Eggerichs | 641-330-5547



1949 N Linn Ave, PO Box 151 New Hampton, IA, 50659

## **DON'T FORGET!**

For this year's Director Elections, voting can be returned in the designated return envelop or online at



### www.DirectVote.net/FSCIA

Hand-delivered ballots will not be accepted due to CoVid-19. Questions can be directed to Info@FiveStar.coop

Purchase JumpPoint Complete or F&I
on the soybean seed of your choice
by January 8, 2021 to qualify for
five Star will cover growers share up to
\$20 per unit, no exceptions!

WEXSTAR™

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