

# ***FIVE STAR PULSE***

MEMBER NEWSLETTER

SUMMER 2024

## **BURCHINAL AGRONOMY COMPLEX GRAND OPENING!**

**PHOTOS ON PG. 5**



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CEO: Facing Challenges Together

Scott Black, Chief Executive Officer

Challenges. We normally don't like them and would rather not deal with them, but they are a fact of life. We all face challenges throughout our professional and personal life...especially making our livelihood in agriculture! In most cases how we react to the challenge will determine the outcome. If we want a positive result to the challenge, we must have a positive attitude as we adjust to it.

This year has been a challenge for our cooperative as we adjust to the short dry crop, lack of winter propane demand and the feed industry facing a significant market downturn. It is extremely important we face the reality that there are challenges and understand the

"why" behind them. Then focus on what we can control...control the controllables. This is the same process we should use when facing a challenge in our personal lives.

Whether it is at work, or at home, a critical part of dealing with a challenge is to attack it together...as one team here at Five Star or on the farm. Our one cooperative one team approach is a key component in getting through our challenges and emerging as a stronger cooperative. Just as a family gets stronger when facing difficulties together.

We believe building on our **Culture of Caring** with a team that is engaged, focused, and having fun is an instrumental component in making Five Star a great place to work and do business with. In developing Five Star as a great place to work it is essential our team spends time in fellowship away from our normal work environment. During the summer numerous team building events are taking place. We appreciate your understanding as we adjust our business hours to accommodate these events. Team building makes us a stronger cooperative, more prepared to effectively handle our difficulties together.... together as a team and together as a membership.

Despite our financial hurdles this year we continue to build a stronger cooperative.... built not only for today but for tomorrow. Our roots date back to 1889 and we plan on being here 135 years from now. But to do that we must have the flexibility to react and adjust to our changing business landscape and face our emerging challenges as one.

We are grateful for your continued support – past, present, and future. Thank you!

In service,  
Scott



YIELDING RECOGNITION

March/April 2024

Dave Turk

Recognized by: Cory Mathahs

The Team Member Well Being Committee is excited to announce our seventh Yielding Recognition Honoree. After looking through the nominations from March and April, the selection committee, made up of management, selected Dave Turk. Dave was nominated by Cory Mathahs for demonstrating Teamwork and Respect and for his impact of Strengthening Relationships. Dave demonstrates a high level of customer service for our members and one customer called Cory to compliment Dave on how helpful he was on an agronomy delivery this Spring.

When talking about why he enjoys working at Five Star, he says, "I enjoy working outside and in agriculture. I've been here 10 years. From the day I started, I've liked it. It fits me."

Dave's impact will be celebrated with lunch with Scott and a certificate to hang in Hanlontown. Thank you Dave for your demonstration of Teamwork and Respect, and thank you Cory for your nomination.

Update your contact info with us today!



TEXT US AT: 641.206.5557

Please include your:

- Five Star Account Number
- Preferred Cell Phone Number
- Current Email Address

Want to stay updated with location hours during harvest? Visit our website and click on TEXT ALERT SIGN UP

# Investing in Five Star

Tom Shatek, Board Director

As we head toward the end of summer and beginning of the fall season it's worth noting what a challenging crop year this has been. Early on it looked like it was going to be a piece of cake. A lot of fall fertilizer was applied, more early spring, and NH3 application was ahead of schedule. The ground was fit but cold in mid April, fit and a little warmer with a bad forecast in late April, and then the rains came until mid May. These three planting periods had advantages and disadvantages, but all had a significant number of acres planted. This created a very challenging application season.

The Co-op had many projects going on this year. The biggest one was the Burchinal Agronomy Complex. A ribbon cutting and open house was held on July 17. It was very well attended with members, employees, contractors, insurance representatives, and others present. Iowa Secretary of Agriculture Mike Naig was there and gave a nice speech on the importance of Co-ops in rural Iowa and was complimentary to Five Star for taking on the challenge of rebuilding the agronomy assets destroyed in the tornado.

The North Washington rebuild is right on schedule and should be completed in plenty of time for harvest. The project is coming in under budget so there is also some additional cleanup work being done. Some of the other projects going on were part of a large capital expense approval at the beginning of the fiscal year. 22 items totaling over \$3.6 million were approved at once. Some of the larger items on this list were new offices in Dougherty and Nashua, a large shed

for equipment in New Hampton, 3 new scales, grain shakers and probes, and lots of miscellaneous improvements. The management team did a great job presenting these items to the board. Doing it this way made it easier to get these improvements done in a timely manner and on budget.

The Board approved the payment of deferred equity of over \$1.8 million in July. There was also a payout to all those age 80 and older. Last year those older than 85 were paid out. The goal of the Board is to keep working at getting our older members paid off. There was also a significant amount of estates paid out. Remember to inform the Co-op if you are no longer farming as you can be put on a list to be paid out if the financial conditions allow for it. We are current on paying out this list so it is worthwhile to do so.

As we enter the fall season remember to be safe and get enough rest. It can be a stressful time of the year, but it can also be fun and satisfying to harvest a crop that we all put so much work into. Take time to smell the roses and appreciate a job well done. Please remember to call all your Five Star sales representatives for all of your needs. They are eager to serve you and provide you with the products and services you need. As always thank you for your past, present, and future business.



# Operations: New Harvest Grain Receiving Traffic Flows

Tony Myers, Chief Operating Officer

With new scales and offices being built in several locations, we will have new paths for grain delivery this fall in Dougherty, Hanlontown, and Nashua. Dougherty and Hanlontown will be utilizing different driveways for truck entrance. Please watch for signage at the start of harvest and practice patience as we iron out the details. Be sure to give our team any feedback about the new processes.

## Dougherty:

Stayed tuned as we finalize plans with the county! Stay up-to-date by signing up for our Fall Harvest Hours text list.

## Hanlontown:

Enter the driveway on the west end by the pumps off Hwy 9. Follow the new driveway for staging. Pull left around the propane bullet tanks to drive on the scale from the north. Corn - Drive across the street on the south side of the bins to line up all the way around the bins to dump on the north side for corn. Beans – Drive across the road on the north side of the bins to line up all the way around the bins and then back across the street to dump for beans. Return – Drive back around propane tanks over scale. To exit – turn right off the scale exiting through the buildings and back out the entrance driveway. *\*Please note\* Turning left off the scale onto Grouse Ave is illegal.* All traffic must now exit from the drive by the pumps.

## Nashua:

Enter from the Madison St. Entrance – pull directly onto the scale from the south. Drive around the new office building to the right and pull through the dump. Drive across the scale and back around the new office building to exit again on Madison St.





# BURCHINAL AGRONOMY COMPLEX GRAND OPENING

## RIBBON CUTTING



## SPEAKERS



Mike Naig  
Ag Secretary



Tom Shatek  
Board President



Ross Marcus  
Marcus Construction



Nick Sawyer  
Agronomy Director



Tony Myers  
COO



Scott Black  
CEO

## TOURS



Dry Fertilizer | Liquid Fertilizer | Seed Treatment

CFO Notes

Laura Schwickerath, Chief Financial Officer



We have recently paid deferred dividends. We encourage you to cash your check right away as each year we have several checks that remain outstanding. Our checks have a six month expiration date on them.

Also we are looking for an updated address for Linda Werth. The address we have on file is Everett, WA. If anyone can be of assistance with this, please let Laura Schwickerath know at 641.394.6145 or email [lschwickerath@fivestarcoop.com](mailto:lschwickerath@fivestarcoop.com)

Thank you.

FEED SOURCES

Bill Hayes, Feed Director



In a previous newsletter, I mentioned that Joe Trygstad will be retiring this coming November. Our current staff, including Jim Geitzenauer, Zach Greiman, and Brian Logan, will be assuming Joe’s responsibilities.

Our two mills, located in Klemme and New Hampton, continue to manufacture swine feed. The Klemme mill operates Monday through Friday, producing and delivering feed 24 hours a day. The New Hampton mill has been operational for 3.5 years and runs Monday through Friday, making and delivering feed for approximately 12 hours each day.

Our beef feed is sourced from either the Purina mill in Mason City or from Cresco. We have an agreement with Farmers Win Coops to manufacture beef feed at Cresco. Additionally, we offer liquid beef feed, which is supplied through Purina.

All feed orders and billing for the three mills are managed through the feed office in New Hampton. Bruce Bearman and Chantelle Jordan handle order processing and billing.

We have drivers and feed trucks at both mills, and we move them around as needed to ensure efficient operations.



Joe Trygstad



Jim Geitzenauer



Zach Greiman



Brian Logan



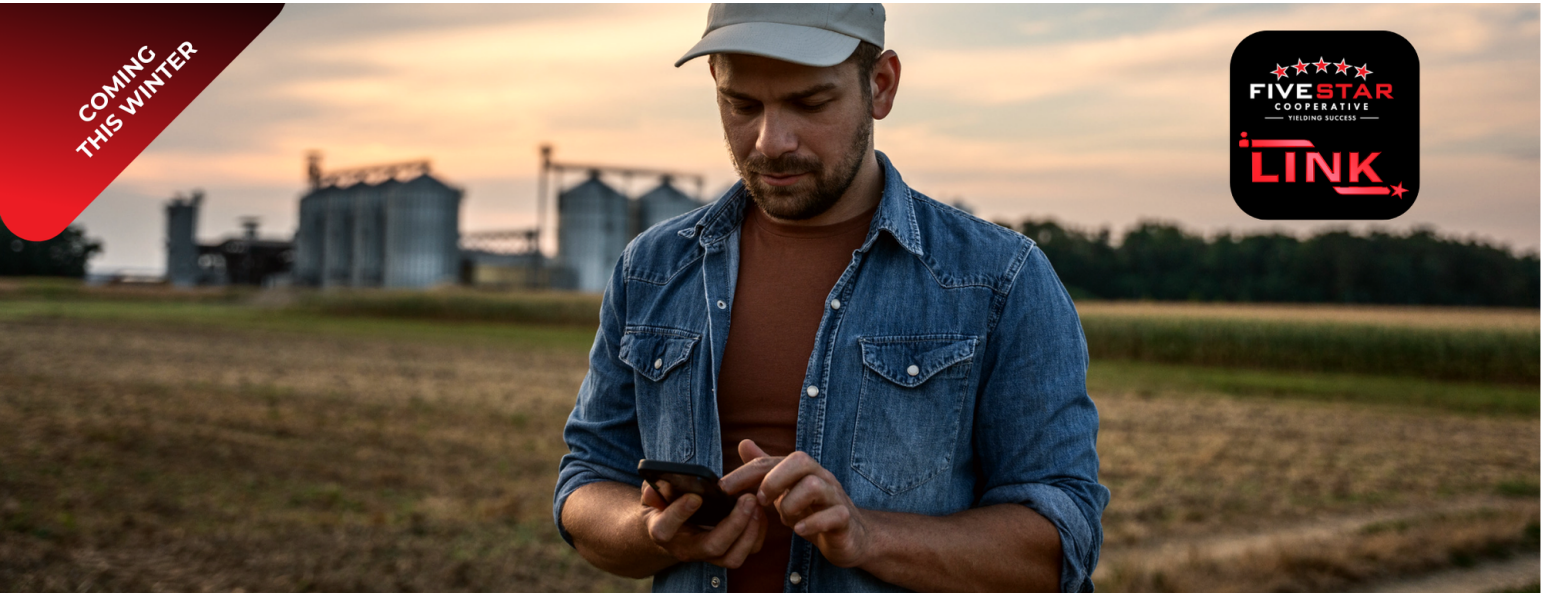
Finishing the Season Strong

Nick Sawyer, Agronomy Director

The end of the growing season is rapidly approaching, and the window for our ability to influence this year’s crop is closing. There are still things to manage and keep our eyes on, but we also need to start looking forward to our next growing cycle.

Before we turn the page there are a few things that we will need to keep monitoring for the 2024 crop. In soybeans we have seen a resurgence of a pest that we haven’t seen in numbers for awhile. Soybean aphids have been found in heavy pockets, beginning with reports in Minnesota a couple weeks ago, but now affecting the northern tier of Iowa. Cooler conditions will favor these sucking pests, and populations double to triple in size every 2-3 days under proper conditions. Yield can be impacted through R5, and diligent scouting will help prevent unfortunate surprises when the combines roll. We have also seen heavy disease pressure with reports of Downy Mildew, Frogeye, and Brown Stem Rot in the soybean fields. Some of these infections are treatable, but some are not. Please consult your local agronomist for help assessing foliar symptoms in the field. As the corn fungicide window closes and we review area scouting reports we saw a wide variety of disease present in the crop this year including Northern Corn Leaf Blight, Tar Spot, and Grey Leaf Spot. This disease pressure coupled with an increased prevalence of rootworm feeding in fields without multiple forms of protection could lead to some challenges at harvest. It will be important to monitor plant integrity as the crop dries down and be prepared to get ahead of trouble spots before plants begin to lodge.

Looking forward to planning for the 2025 crop most of the focus is on fertilizer prepay. As expected fertilizer prices moved lower compared to the Spring, but unfortunately remained above fall 2023 levels. Nitrogen’s have remained slightly elevated compared to last year due to high international values driving exports from the gulf. Phosphates are at a premium because of import duties and limited domestic production. Potash remains the best buy in the fertilizer complex with prices at parity to last year.



FIVE STAR LINK CUSTOMER PORTAL APP & ONLINE SITE

an extension of our team in the palm of your hands



An easier way to do business with Five Star Coop



EASY MANAGEMENT

Growers can quickly access account information, purchase history, & more.



ONE-STOP-SHOP

Simply pay invoices, view products, see scale tickets, eSign contacts, & more.



24/7 COMMUNICATION

Streamline connecting with our team for updates & important details.

# Summer Promotions Ending

**Bruce Halvorson, Energy Director**



Hello everyone, I hope all is well for you. Summer looks like it is moving right along and going by so quickly. Before we know it, schools will be back open, and farmers will be preparing for the upcoming harvest. I have a few updates within the department so I will jump right into those.

Energy markets continue to stay rangebound with limited movements in both directions. Global tensions, OPEC production cuts, and demand continue to push up against poor global economies which creates a stagnant market with a seesaw effect. Other aspects to look at moving forward are hurricane activity in the gulf and of course this being an election year. So, as you can see, there is plenty to watch for and hopefully we will not have to deal with extreme volatilities.

We are currently in the process of propane summer fills, and we hope to have most of these completed by the end of August. We are also booking customer propane needs for fall and winter. If you have not got yourself covered yet be sure to give us a call and we can get you taken care of. Current crop conditions suggest a little heavier demand than in the past couple of years which in turn will create limited downside in pricing. A reminder we have bulk fuel booking prices available every day as well for those of you who want to lock in a price for this upcoming harvest. For those who use bulk oils we plan to do our next run around the middle of September. Give us a call if you want to get added to the list. We will also give you a courtesy call as well when the time gets nearer.

At our stations and cardtrols, we continue have E-15 gasoline a minimum of 15 cents cheaper than E-10 gasoline. You can put the E-15 in all vehicles that are 2001 and newer. By filling up with this product you are creating cheaper bills for yourself while at the same supporting the many great farmers who help make this product available. Questions on this please let me know.

I hope the rest of your summer treats you well and safely. Thank you all for your business and look forward to handling all your future energy needs. Until next time.



**Sign up Today**

Get Energy market insights straight to your inbox every Wednesday. This includes comments on current happenings and what is happening with pricing.

Text us at 641.206.5557



**REMINDER: Your Fall/Winter Booking Contracts are due by 8/15/24 to receive special contract pricing!**

**\$1.39**

per gallon

\*price valid until 8/15/24\*



**2024 SUMMER FILL LP SPECIAL**

Five Star Country Store Update

# Country Store Update

**Rick Pleggenkuhle, Retail Manager**

Show season is in full swing throughout northern Iowa. As always, the Country Store in New Hampton has a large selection of Weaver and Sullivan products as well as Purina show feeds. Our Rockwell location also carries show supplies for those attending county fairs in the Mason City area. In addition to Rockwell, our route truck also makes weekly deliveries from the store in New Hampton to Lawler, Burchinal, Ventura, and Hanlontown. Call the Country Store at 641-394-6155 if you have any questions on product availability or pricing.

Starting this summer, the Country Store will begin running True Value ads in the local paper. Circulation will include New Hampton and the surrounding towns. Keep an eye out for these ads to save on seasonal items. Also related to marketing, a new True Value sign was recently installed. The store has been without a True Value sign since the C-store expansion last year. Without this sign, it was difficult to recognize that there was a hardware store inside. There also is a lot of value in brand recognition with a company such as True Value. The decision was made to install a True Value sign on the east facing side of the building. New signs are extremely expensive, therefore we focused on trying to locate a used sign. We were fortunate enough to locate a good, used True Value sign in Winterset, Iowa with working LED lights that also uses True Value’s new logo.

Rhiannon Ellingson has been working in the store part-time for the last two years as part of New Hampton High School’s work release program where students learn practical skills off-campus. She graduated this past May and will be attending Hawkeye Community College in the fall. Her last day at the coop will be in early August. Rhiannon has done a great job for Five Star and will be missed. We were fortunate to recently hire another NHHS student through the work release program. Colton Ashley is currently training a few hours a week and will become more regular in the store once the baseball season ends and school starts.

Upcoming events at the Country Store include a **Fall Lawn Care program that I will be giving at the store in New Hampton on Saturday, September 7th from 10:00-11:00.** Topics that will be discussed include herbicide selection for specific weeds, when to seed (and when not to seed), and fall fertilizer application. We will offer savings on select lawn and garden products the entire day. If you will be attending the Fall Lawn Care program, please let us know by calling or stopping by the store in New Hampton. Our annual Fall Fish Days will be on Saturday, September 28th. Postcards will be mailed later this summer to remind everyone to get their orders in early. Be sure to add these dates to your calendar.

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Summer is flying by once again as we approach harvest and it has been an interesting year for our cooperative. The grain department has picked up in activity these past few weeks as many processors and end users struggle to buy grain with our recent pull back in prices. That has kept our operations team busy as we work towards emptying and cleaning out space, as well as the preparation work needed heading into fall. With the later spring and cooler summer temperatures it will appear there will be some need for corn dryers this fall and our team is working hard to make sure we are ready. For those of you with remaining old crop at home please make sure to check your quality regularly this time of year as we've seen some damage grain make its way to town recently.

As harvest approaches we would like to thank all of you for your continued support and ask that you keep us in mind come this fall with your grain. We are working hard to put plans in place to provide the best service possible this fall and keep you in the field as long as possible. If there are specific services such as on farm pickup that you are expecting to need or are interested in learning more about please reach out to our grain team. From a service perspective we are at our best when we have time to plan ahead. We wish each of you a safe and bountiful harvest as we reach the end of the growing season and look forward to serving you once again this upcoming year.

Stay tuned for more updates via text messages and location signage as we approach the fall season!



From the agronomy perspective, the ability to purchase river barges—a new initiative for us—has yielded substantial savings. Agronomy has saved \$45,000 per barge compared to previous methods of purchasing through brokers, along with an additional \$2-4 per ton in freight costs. This close coordination between departments has optimized our logistics and procurement processes, driving considerable cost efficiencies.



## WE'RE HIRING!

AT MULTIPLE  
LOCATIONS

### ★ Seasonal Drivers

- Class A CDL  
or Class B  
CDL
- Valid DOT  
physical card

### ★ Seasonal Scale Assistants

### ★ Seasonal Operations



Scan QR code to  
see all current  
job openings  
and apply.



### INTERN MEMBER

*Spotlight*

"This summer, I am looking forward to gaining hands-on experience in the field while also with the farmers and those involved in the cooperative world."



**AVA R**  
AGRONOMY INTERN



### INTERN MEMBER

*Spotlight*

"I chose Five Star because I have always grown up with Five Star being in my background. Everyone here is so welcoming and able to help me with anything I need."



**MYCAH W**  
AGRONOMY INTERN



### INTERN MEMBER

*Spotlight*

"I look forward to seeing the entire process of growth throughout the summer. I also look forward to watching my mentors and learning from them."



**ALIVIA B**  
AGRONOMY INTERN



### INTERN MEMBER

*Spotlight*

"The more experience I can get and the more I can learn from people who have done it longer than I have, the more valuable my input will be to farmers in the future and a better job I'll be able to do to recommend."



**VINCE M**  
AGRONOMY INTERN



### INTERN MEMBER

*Spotlight*

"Gaining more knowledge about grain markets, the supply chain, and how important it really is to agriculture."



**PEYTON A**  
GRAIN INTERN



### INTERN MEMBER

*Spotlight*

"I chose Five Star for the opportunities that I knew would be available to me in the agricultural industry while also having a well-rounded experience for my future."



**EMILY B**  
MARKETING & COMMUNICATIONS INTERN



Dairy Days - Fredericksburg | Alta Vista Days | Heartland Days - New Hampton | Colwell Days | Irish Fest - Lawler  
| Buffalo Days - Nora Springs | Water Over the Dam Days - Nashua | 4th of July - Charles City | 4th of July - Clear Lake  
| 4th of July - Scarville | Franklin County Fair - Hampton | Lake Mills | Puckerbrush Days - Forest City |  
Marble Rock Fun Days



**Five Star Cooperative**  
PO Box 151  
New Hampton, IA 50659

# Spring Photo Contest Winners!



**Facebook Top Pick!**

**Mike K. - New Hampton**



**Staff Top Pick!**

**Derek S. - New Hampton**

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Congrats to our winners! And thank you too all of our team members, customers, and community members who participated and voted!

**FiveStarCoop.com**

Contact Us:  
641.394.3052  
[Marketing@FiveStarCoop.com](mailto:Marketing@FiveStarCoop.com)