



Comments from Chris Wagner, CEO

First, I would like to start by thanking the employees, board, and patrons of the Great Bend Co-op for the fantastic support. My wife Shanda, son Easton, and I could not be happier to be here in Great Bend. We have been welcomed with open arms.

The family atmosphere at Great Bend Co-op and the focus to provide the best possible service to the patrons was not a surprise but has exceeded my expectations. The team at Great Bend has built a special and impressive co-op over the years. I am happy to be here and work together to continue the upward trajectory.

As we look towards the fall, with harvest beginning, we have great hurdles ahead. This looks to be a bountiful crop. Your co-op team has been diligently planning all summer to make the fall harvest experience the best it can be given the limitations of speed and space.

Crops like this reinforce the value of your co-op and commitment to serving you in the country. Your board continues to look for new opportunities to provide value to your operations. This business has been and always will be about relationships and doing what is right for the farmer. I look forward to building relationships and a long future here at Great Bend.



In This Issue:

Introducing Chris Wagner, CEO

61st Annual Meeting Summary

Utilizing Break Evens for Marketing

Introducing Chris Wagner, Chief Executive Officer

Please join the Great Bend Co-op Board of Directors and all Employees in welcoming our new Chief Executive Officer, Chris Wagner! Chris comes to us from the Garden City Co-op where he was most recently Vice President of Grain. Chris and his wife Shanda have a son, Easton. Chris started at Great Bend Co-op at the end of June 2020.

Growing up in Holcomb, Kansas, Chris went on to graduate from Chadron State College in Nebraska with a Bachelor's degree in Business Administration and a Minor in Finance. Chris began his career at the Garden City Co-op Inc in 2007 as an Elevator Manager with responsibilities moving to Grain Merchandiser, Area Manager, and then lastly Vice President of Grain.

As Vice President of Grain, he managed 19 elevator locations with a 30-million-bushel capacity. While there, Chris completed his Master of Agribusiness at Kansas State University in 2013, and also served as a Board member for Windriver Grain LLC and Grant County Economic Development.

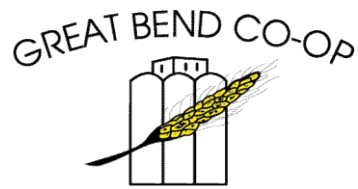


We are excited to have Chris and his family join our Community and to add him to our team. We look forward to the new ideas and success that he will bring along with him!

5,127,205



**Total Bushels of
Wheat delivered to
Great Bend Co-op
in 2020**



Harvest Safety Tips from Great Bend Co-op

Always know your exact location in case of Emergency, be aware of the nearest intersection.

Have a set plan of action to take in case of Emergency – who to call, where to meet, etc.

Hold a quick daily safety meeting with your crew to cover the following topics:

General Safety –

- Always shut down and remove keys before performing any maintenance or repairs to machinery
- Always replace any guards and shields after repairs are made
- Be aware of everyone else, especially those on the ground before moving machinery
- Never leave children unattended in the field or in a machine
- Use radios to quickly communicate between machines and with those in the trucks
- Never operate machinery when tired. If you begin to get drowsy, take a minute to stop, walk around, and get your blood pumping. If this doesn't work, trade out with a fresh crew member.

Moving –

- Be aware of your surroundings when driving between fields
- Watch for low hanging powerlines
- Stay off your phone and keep eyes on the road and mirrors
- Use Caution Lights any time you are on a road

Fire Safety -

- Fire extinguisher in or on each piece of machinery
- Check the date and gauge before harvest and monthly throughout the year
- Regularly shake and rotate extinguishers to keep them in proper working condition
- Grease bearings and monitor for hot spots on the machinery

Grain Bins –

- Never enter a grain bin when loading or unloading grain
- Use extreme caution when near a PTO or auger
- Never allow children to play around moving parts and machinery



61st Annual Meeting

On July 13, 2020 over 100 Great Bend Cooperative Association Voting Members assembled at the Great Bend Events Center in Great Bend, Kansas. Members, Employees, and guests enjoyed light appetizers and fellowship before the meeting.

The 61st Annual Meeting was kicked off by a welcome from our new CEO, Chris Wagner. Chairman Scott Loving then presided over the rest of the meeting. The audit report was presented by Ken Hamby of Lindberg, Vogel, Pierce, Faris, Chartered.

There were three board positions open for election. The nomination committee entered Allan Brokes, Kyle Krier, and Mike Hipp for nomination. Members from the floor nominated Brian Anshutz, Mike Mattis, and David Leroy. Ballots were cast and counted resulting in the election of Brian Anshutz, Mike Mattis, and David Leroy to the Board of Directors.

Two potential amendments to the cooperative by-laws were presented. The first was the elimination of term limits for Board Members, and the second pertained to allowing optional mail-in ballots. Discussion was presented and ballots were cast for each amendment. Both amendments failed.

Great Bend Co-op would like to thank everyone for attending and welcome our new directors to the Board.

Utilizing Break Evens for Marketing

Marketing grain is tough. Commodity marketing is influenced by speculators in the market, global supply and demand, and weather patterns. These and other factors make it difficult for producers to understand when exactly the best time is to sell or contract their commodities. Although we cannot control the market, producers do have an opportunity to determine the price at which they will cover the fixed and variable inputs for the crop or commodity in question. This price is called your Break-Even. It is estimated that less than 25% of producers currently utilize break-evens in marketing.

Determining and understanding your break-even costs allows producers to set a minimum price that they can market their grain in order to make a profit on that commodity. Here are a couple commonly asked questions about figuring break-even costs.

What if my break-even costs are higher than the current market prices?

This is not uncommon, especially in depressed markets. Take a close look at your variable input costs. Are there any inputs that can be adjusted while not affecting yield? Look closely at the field yield history. Is there a pattern of lower yield on the field or parts of the field that need to be investigated? If possible, adjust or consider whether the chosen crop is best suited for that field or area of a field. Consult your local precision ag specialist to help build a zone map to utilize variable rate technology and place inputs on the best producing areas while working to improve the poor areas.

Additionally, look at market history to see if there is a time when that commodity typically trends up in price. If possible, hold grain until the price reaches the number you have set, or forward contract if you feel confident in your yield history and upcoming expenses.

How do I get started with figuring my break-evens?

Start by compiling a list of your variable expenses. These may include herbicide, fertilizer, fungicide, application fees, irrigation cost, planting and harvesting costs, agronomy fees, etc. Then start to compile your fixed costs including, but not limited to, land payments or rents, insurance, machinery and equipment payments, and return to management. Once you have these, break them down into a cost per acre. Figure your average yield per acre and divide your combined variable and fixed costs by that number. This should give you a price/bushel break-even.

Great Bend Co-op staff is always available to help you through the process of figuring your break even analysis and marketing your grain.

Internships at Great Bend Co-op Apply Now for Summer of 2021

Summer 2020, Great Bend Co-op hosted four college Interns in the Seed and Agronomy Departments. Each intern was introduced to the daily activities of the Great Bend Co-op Staff. The two seed department interns took part in planting, tending to, and recording changes at the seed test plots as well as helping out with daily warehouse activities. The Agronomy interns helped pull soil and tissue samples, scouted crops, and assisted our Precision Ag Specialist on many projects. We appreciate the hard work and long hours these interns put in throughout the Summer and hope that they enjoyed getting to learn more about the cooperative world.



We Are Hiring!

If you or someone you know is looking for a career in agriculture and would like to work in a family style atmosphere, check out our Careers Page on our website!

DID YOU KNOW?

Great Bend Co-op offers multiple options for financing. Many of these offers include low interest and payment deferment. By utilizing these financing options, you are able to take advantage of our early order and prepay discounts, when input prices are at their lowest, and pay for them after the crop is in the bin. Contact us today for more details.



GREAT BEND CO-OP



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