



Spring 2020 Newsletter

COVID-19 Update

These past few weeks have been something NONE of us have ever seen before. And none of us want to ever have to relive again. This situation is undoubtedly impacting our daily lives and personal interactions. It has also created unprecedented uncertainty for our industry. We understand that the impact is already being felt through lost dollars in cash price and demand destruction stemming from ethanol plant closures and weakened demand in the livestock sector. With the Public Health Disaster Emergency at our doorstep, nearly every business has had to adapt the way we conduct our business in order to protect our employees, their families, our business partners and our customers. Our top priority is the health and safety of our employees, customers and the communities we work in.

We remain OPEN FOR BUSINESS with some changes in policy that were put in place to help lower the curve of infection. All Locations now offer curbside service, helping reduce traffic through the locations.

Due to COVID-19 and with the Health and Safety of our Patrons and Communities being Priority, Our Annual Meeting has been Postponed until July 2020. The exact date is yet to be determined.



in this issue

Welcome Interim CEO **P.1**

Message from the Board **P.2**

Sustainability through Innovation **P.3**

WELCOME INTERIM CEO RANDY ROBESON



Randy attended the University of Nebraska School of Technical Agriculture, Curtis, Nebraska, and has completed several Farmland Agribusiness and General Manager training programs.

Please join the Great Bend Co-op Board of Directors and Employees in welcoming Randy Robeson as Interim CEO.

Randy has served as President and CEO of Frontier Cooperative Company, Brainard, Nebraska for 24 years. He has spent his entire 41-year career in cooperatives, starting as Fertilizer Manager at Nehawka Farmers Co-op, Nehawka, Nebraska. He also served as Branch Manager at Central Cooperative, Pleasant Hill, Missouri, and General Manager/Grain Merchandiser at Haxtun Co-op Association, Haxtun, Colorado.

Randy has served on the AGP Board of Directors for 9 years and previously served on the AGP Grain Cooperative Board of Directors for four terms. He is a Director on the Nebraska Cooperative Council and a former member of Nebraska Petroleum Marketing LLC. Randy's family includes his two children, Seth and Skyler.

His vast experience, success record, and business knowledge will prove to be a major asset for the Co-op as we continue to move forward with the changes needed to sustain and grow our Co-op in today's everchanging business world.

CHECK OUT OUR NEW WEBSITE AND VISIT US ON SOCIAL MEDIA



@GreatBendCoop



@GreatBendCoop



@GreatBendCoop

www.greatbendcoop.com

Farewell from Duane Anderson, CEO of Great Bend Co-op

Dear Great Bend Co-op Members and Patrons:

It has been an honor to lead the Great Bend Cooperative and to serve the patrons of the Great Bend Co-op. I am proud of what we have accomplished as a team to bring value to our patrons and stockholders. The Great Bend Co-op is a strong organization with a great future.

The focus of the Great Bend Co-op during my tenure and before me has been customer service. This is what sets your Co-op apart from the rest. It is one of the few ways a co-op can differentiate itself from the competition. Innovation is another way to differentiate from the rest. Great Bend Co-op has been an innovator in many ways over the years. Some of the current innovation is happening within the agronomy department as we continue to develop our Precision Ag and our Sustain programs. These programs have great potential to help producers realize a greater return on investment and, in turn, become more profitable. This is a very exciting area and has the potential for the Great Bend Co-op to set itself apart from the competition.

Within the last month we have also added more grain handling capacity to the Great Bend Co-op with the purchase of the Dundee facility. This facility sits in the middle of our trade territory and will add 2 Million bushels of storage. This purchase is strategic and tactical. This will give the grain department increased options to strategically market gain at the opportune times of the year.

It has been my pleasure to serve as the CEO of Great Bend Co-op. I would like to thank the Board of Directors and the employees for their support and I treasure the friendships that I have made while serving here. Thank you for the opportunity to serve as your CEO. The Great Bend Co-op is a great organization and I wish you all the best.

With gratitude and warm regards,

Duane Anderson



A Message From Scott Loving, Chairman of the Board of Directors

To our valued members,

We have hit an uncertain time in our country and our farm economy and this challenge is not to be taken lightly. We have also hit a time of change in our Co-op as well. We were saddened to hear the news of Duane Anderson's departure from our operation to become CEO of a large, successful co-op in northeast Kansas. We want to wish him much success and thank him for all that he has done for Great Bend Co-op. The Board has engaged CHS Member Services to lead the search for our next CEO. At the time of this writing, CHS has already received more than 45 resumes for the position. It speaks to the reputation and strength of our Co-op.

We are excited to introduce the hiring of Randy Robeson as our interim CEO. Randy comes with a career of co-op experience, leading one of the largest and strongest co-ops in the state of Nebraska for the last 20 years.

Randy has a multitude of co-op experience consisting of everything from agronomy to grain to energy, and all the facets that are a part of our great Cooperative. We have the upmost confidence that Randy can lead our business through an uncertain couple of months as we search for our new CEO.

"The success of our members and our Cooperative is at the forefront of our mind as we look to the future."

The Board of Directors of Great Bend Co-op have an unparalleled commitment to provide the best leadership for you, our members, that we possibly can. The success of our members and our Cooperative is at the forefront of our mind as we look to the future. I hope everyone has a safe and prosperous Spring.

Patronage Overview for 2019

2019 Patronage Rates:

7.0% - Feed
4.07% - Seed
4.07% - Merchandise
1.52% - Fuel
Grain 6.85 cents per bushel

**Total patronage
\$2,489,661.43 of which 40%
was paid in cash or
\$995,864.34.**



Sustainability Through Innovation

We have a deep understanding that farmers are the original conservationists who naturally practice sustainability each and every day. The producers instinctive goal is to own land that continues to be profitable now and far into the future.

While it may not have always been labeled "sustainable", producers have been utilizing innovative practices for reducing erosion, applying only necessary fertilizer and pesticide, and implementing newly emerging technology such as water probes to reduce water waste for many years. These trends toward innovation not only improve the ROI on an acre, but also naturally increase the longevity of the farm.

Working with their Great Bend Co-op Precision Ag, Seed, and Agronomy Specialists, producers can hand pick programs and technology that will optimize production on their operation. We offer multiple opportunities to trial products and programs as a "try it before you buy it" type of incentive.

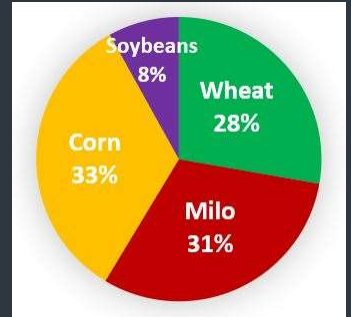
In 2019, our Seed Team put out over 300 trials to gather local data and insights. Trials included variety trials, planting rates, cover crops effects, and fertilizer timing. Working with our Precision Ag Team and utilizing programs like Field Forecasting Tool®, fertilizer applications were timed based on upcoming weather, crop need, and estimated return on investment.

Working closely with producers, our Agronomy Team completed over a dozen field trials on fungicide products in 2019. For 2020, we are set to complete several Innovation Trials testing out new products for our area.

We've recently added a VERIS machine to our equipment lineup. Utilizing this machine, our precision team will be able to create zones and fertilizer recommendations to help you place your inputs where they will optimize return.

This season, work with your Great Bend Co-op partners to increase sustainability and longevity through profitable innovation.

BY THE NUMBERS
Great Bend Co-op
Producers
delivered
18,026,678 Bushels
of Grain in 2019



SOFTWARE UPDATE

Fall of 2020, Great Bend Co-op will transition accounting systems from AgTrax to Merchant Ag. This change will allow our accounting, inventory, and work order systems to work more cohesively, thus reducing redundant paperwork and service hours. Although a change like this can take some adapting, our employees are up to the task.

What will this mean for you, our grower owners? Merchant Ag will provide many benefits to our customers, including:

Billing – New bills should be easier to read and understand, live account balance access

Field Reports – Our Agronomists will have access to digital scouting reports that can be used to automatically generate work orders on demand

Standard Operating Procedures – Allowing you to walk into any location and have the same experience

Live Inventory – Seamless inventory will allow clear communication between all locations

AgSolver – a Decision Ag Tool to help you see potential benefits to adopting new practices or technology at an acre by acre level

New Requirements for Chemical Application

REQUIRED PARAQUAT TRAINING

Anyone who plans to apply paraquat (Gramaxone®) is required to complete an EPA approved training course. How to Access EPA-Approved Paraquat Training:

1. Scan QR code below or Visit www.campus.extension.org/login/index.php
2. Create a new account, or log in to your existing account. **Do not log in as a guest.**
3. Scroll down to "Find course by name" section. Search for "paraquat". This will take you to the "How to Safely Use and Handle Paraquat-Containing Products" training.



To Scan QR Code – Open Camera on Your Smartphone and Focus on the Code – Click the Link to Visit the Site.

REQUIRED 2020 DICAMBA TRAINING

Anyone who plans to apply Post Emerge Dicamba products to Dicamba Tolerant Crops is required to complete a new training course for the 2020 Crop Season.

To Access this Training:

Scan the QR Code Below Or Visit: www.engeniastewardship.com/dicambatraining/



606 Main Street
Great Bend, Kansas 67530
620.793.3531 phone
877.993.3531 toll free
www.greatbendcoop.com