



# Connections

A publication dedicated to informing and connecting member-owners.

## THE POWER OF PARTNERSHIPS



Mar. 2026 • [www.keycoop.com](http://www.keycoop.com)

### Get connected with the Iowa Food & Family Project!

By Sara Clausen, Director of Communications, [Sara.Clausen@keycoop.com](mailto:Sara.Clausen@keycoop.com)

**IF YOU'RE READING THIS ARTICLE**, there's a high probability you're intimately connected to agriculture. Members of an ag cooperative like Key live and breathe this industry. However, though Iowa is known as a farming state, many are still disconnected from decisions that impact ag. Consumers who don't live or work in ag can sometimes be uneducated or misinformed, which is why we need partnerships throughout the state advocating for our industry.

The Iowa Food & Family Project (Iowa FFP) has been serving as this bridge for 15 years. Founded to unite rural and urban communities by informing consumers about their food choices, the Iowa FFP invites Iowans to a conversation while enhancing their awareness and building trust in today's agriculture. Funded by the soybean, pork, beef, egg, corn, turkey and dairy checkoffs, as well as non-checkoff resources, the Iowa FFP involves a collaborative network of more than 35 partner organizations (including Key Cooperative).

Since consumer awareness and education are the drivers behind the Iowa FFP, they are proud to reach more than 152,000 Iowans each month through various communications. Their social media pages, e-newsletter and quarterly magazine are three of the channels with the most reach, but perhaps their most impactful initiative is the annual Consumer Pulse Survey, which is directed at both subscribers and the general public.

"Each year, the Iowa Food & Family Project conducts the Consumer Pulse Survey, which gauges Iowa consumer sentiment around topics such as food purchasing habits, farmer performance, the state of Iowa agriculture and trust in the Iowa FFP," said Lydia Zerby, Consumer Insights & Engagement Manager for the Iowa Soybean Association and leader of the Iowa FFP. "The results help shape how we connect with consumers and guide the topics included in social, digital and print content. It's a vital resource for our partner organizations as well."

*continued on page 3*

### GRAIN FEATURE

There's been a lot of information out in the last six weeks that has added some significant volatility to the market. By the time you read this, the March report will either have just come out or will be out shortly.

See page 2 for the full story.

### ENERGY FEATURE

If a propane appliance is something you're having problems with this year, or you're thinking about replacing or upgrading that older appliance, you should know that Key Cooperative works with the Iowa Propane Gas Association to provide propane appliance rebates.

See page 4 for the full story.

Sign up to receive Key's e-newsletter every other month. Just scan the QR code and enter your email address!





# The Market Is Giving Producers the Opportunity to Get Caught Up on Sales

By Jarod Lemper, Grain Division Manager, Jarod.Lemper@keycoop.com

**THERE WAS MORE ACTIVITY** this past month than you would typically think of for the month of February. As I looked out the window, I was often greeted with sunshine. Dry fertilizer tenders rolled in and out many days. Our crew even loaded a bean train bound for Mexico on a 65-degree day!

Logistically, we are well on our way toward shipping the 2025 crop out of the facilities. Of the 13 outdoor corn piles, 7 have been picked up and 2 more will be started shortly. If all goes as planned—and it doesn't always—we will have another four or five completed by the end of March. Traditionally, the large center fill pile in Nevada is the last to go. I'm happy to say that the quality of the grain coming off the piles has been great. Much of the grain has gone to local processors right from the piles, which saves another elevation, with the balance being directed to the rail loading facilities in Nevada and Newton.

Market wise, we're about a month past the January crop report that put a damper on market direction. In that report, the USDA found another 1.3 million harvested corn acres and added another half a bushel an acre to the average yield. At the same time, they added 100,000 to the harvested soybean acres and dropped export estimates by 60 million bushels. Needless to say, the markets reacted quite negatively to this report. The subsequent February report added 100 million bushels to corn exports, thus lowering carryout. It left the soybean carryout unchanged at 350 million bushels.

There's been a lot of information out in the last six weeks that has added some

significant volatility to the market. By the time you read this, the March report will either have just come out or will be out shortly. On top of that, we will be anxiously awaiting the planting intentions report that comes out at the end of March. The corn market dropped almost 25 cents the day of the January report, and the soybean market was already at lows not seen since mid-October. Since then, the corn market has recovered almost 50 percent of that daily drop, while the soybean market has rallied over 80 cents. New crop corn futures are within 10 cents of the high traded in early June, and new crop soybean futures are within 20 cents of the June highs.

My point in all of this is that the market is giving the producer the opportunity to get caught up on sales. If you find yourself undersold on your old crop bushels or feel like you are a little behind in new crop marketing, now is a good time to

evaluate where you are before you get busy in the field.

There are many tools to use for your marketing needs, each with unique features that fit many different situations. If you have questions, please reach out to a member of the Key Origination team. ●

**Enroll in Grain Direct Deposit**



Automatically deposit your grain check from the co-op directly into your checking or savings account.

Fill out this authorization form and return it by mail or drop off.

## STOP WAITING. START PERFORMING.

### Upgrade to TerraStar-C Pro

NOW - 5/31/26

Upgrade to TerraStar-C Pro and get a one-year subscription for just **\$1,750**.

That's a savings of \$1,150 back in your pocket!



**Option 1:**  
GPS 7000

- GPS 7000/7500 TerraStar-C Pro One-Year Subscription
- GPS 7000 - SBAS or TerraStar-L to TerraStar-C Pro Unlock

**\$1,750**

**Option 2:**  
GPS 7500

- GPS 7000/7500 TerraStar-C Pro One-Year Subscription
- GPS 7500 - SBAS to TerraStar-C Pro Unlock

**\$1,750**

\*Contact the Key Cooperative CENTROL Team for details.

**Ag Leader**®

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PRECISION AG

Do you want to be an advocate for ag? If so, here's your opportunity! The Iowa FFP is always looking for partners to be the voice for Iowa agriculture. Whether through social media, assisting with farm tours or volunteering at their interactive booth at the Iowa State Fair, there's space for you. **Visit [iowafoodandfamily.com](http://iowafoodandfamily.com) to connect, learn a little more or sign up to join the other 80,000 subscribers who receive the monthly Fresh Pickings newsletter.**

### Stats connecting consumers to food:

- Nearly 90 percent of Iowa's land area is devoted to growing food, the highest percentage of any state.
- Six bushels of grain can feed one person for a year, which means the average soybean and corn farmer in Iowa grows enough grain each year to nourish 60,000 people!
- Iowa farmers raise nearly 12 million turkeys annually and are the number one supplier of turkey to Subway and Jimmy John's.
- Iowa farmers raise more hogs than any other state—40 to 50 million annually, or almost one third of the nation's total. ●

## Getting to Know You

### Key Cooperative welcomes new Seed Specialist



**COOPERATIVES ARE** a mere reflection of the farmers we serve, which is why it's so important to have experts available to walk alongside growers—evaluating their operations to make the best recommendations, resulting in the best return on investment. This month, we're proud to introduce the newest expert on our Key Agronomy team: Seed Specialist Adam Stamp.

"I look forward to being another resource for our agronomists and the growers," said Adam. "Some of the best resources are our farmers—someone always does something different!"

Adam is a proud father of three teenagers and enjoys all outdoor hobbies such as hunting, fishing and golfing. Please help us welcome Adam to the Key family! ●

**Adam Stamp**  
[Adam.Stamp@keycoop.com](mailto:Adam.Stamp@keycoop.com)  
641-260-7897

Originally from Belle Plaine, Adam attended Kirkwood Community College and earned a degree in business management. Though he was not raised on a farm, he knew he enjoyed being outside and the seasonal challenges of agriculture.

Following college, Adam gained great experience directly in the cornfields, setting up seed corn plots for a local manufacturer. "I'm pleased that, as a cooperative, Key is focused on agronomy," said Adam. "It's been a very positive atmosphere since I started in February."

To be prepared for planting season, Adam hit the ground running. He will be meeting with growers at every Key location, giving him an opportunity to build relationships not only with the Key Agronomy team but the other Key divisions as well.

**Don't Forget!**

**Pick up what you need to stay in the field this spring!**

Key Cooperative keeps a variation of DEF products and equipment on hand, including our DEF delivery trailer, bulk storage tanks, totes, 55-gallon drums and 2.5 gallon jugs.

**KEY COOPERATIVE Energy** To learn more, call the Key Energy team: 800-469-1040

# Take Advantage of Propane Appliance Savings

## PROPANE APPLIANCES ARE MISSION CRITICAL

during this time of year, but soon the weather will change and spring cleaning will be on our minds. If a propane appliance is something you're having problems with this year, or you're thinking about replacing or upgrading that older appliance, you should know that Key Cooperative works with the Iowa Propane Gas Association to provide propane appliance rebates.

Propane is considered a green fuel by the U.S. Department of Energy because it has no greenhouse gas emissions and is ecofriendly before and after combustion. Propane is also considered to be more reliable than electricity and more efficient than natural gas because of its availability and the fact that more than double the BTUs are produced when it's used for heating. Newer appliances also tend to burn fuel far more efficiently than older versions. If you're looking at buying or replacing a water heater or furnace—or if you already did so after January 1, 2025—you can apply for these propane rebates.

### The rebates require a few things:

- The appliance must have been installed after January 1, 2025.
- The appliance needs to have an approved leak test inspection done by your propane provider after installation.
- A water heater must have an energy factor of 0.67 percent or higher.
- A furnace must have an AFUE rating of 95 percent or higher.
- A boiler system must have an AFUE rating of 85 percent or higher.

If you don't know the answers to these requirements, we can find them for you with a little information about your new appliance.

A new tankless water heater is eligible for a \$300 rebate. A tank-type water heater is eligible for a \$200 rebate, and a furnace or boiler system is eligible for a \$250 rebate. Please feel free to reach out to the Key Energy team at 800-469-1040 with your questions regarding the Propane Appliance Rebate Program. ■



## PROPANE REBATES for New Appliances

Improving your home with new propane appliances is always a smart idea—and it's even smarter right now because of the rebates offered by the Iowa Propane Gas Association that can save you hundreds of dollars.

**Contact Key Cooperative today to get started.**

Don't wait too long; funding is limited and based on a first-come, first-served basis.

### \$300 REBATE AVAILABLE

When you install a new propane tankless water heater\*



### \$250 REBATE AVAILABLE

When you install a new propane furnace or boiler\*



### \$200 REBATE AVAILABLE

When you install a new propane water heater (tank type)\*



\* Restrictions apply. Water Heater must have a Uniformed Energy Factor of 0.64% or higher. Furnace must have an AFUE Rating of 95% or higher. Boilers must have an AFUE Rating of 85% or higher.

## Thank You, Directors!

### THE KEY COOPERATIVE BOARD ELECTION RESULTS WERE ANNOUNCED AT OUR ANNUAL MEETING ON JANUARY 30.

Incumbents Bryce Arkema (Pella), Mike Engbers (Lynnvile), Dave Hill (McCallsburg) and Lucas Tjelmeland (Nevada) were all elected for another three-year term. The board convened after the Annual Meeting and also selected their executive board. **We thank the following directors for their leadership roles:**

**Bryce Arkema – President**

**Mike Engbers – Vice President**

**Ryan Bell – Treasurer**

**Brian Larsen – Secretary**

**Brian Lowry – Assistant Secretary**

A strong and active board is necessary for the health of Key Cooperative. Each year, your Nominating Committee intently works to identify qualified candidates to serve the member-owners of Key. **Though the following candidates did not win their seats, we would like to thank them for their willingness to run for the board:**

**Brice Christopherson – Cambridge**

**Chris Davidson – Pella**

**Kevin Van Maanen – Sully**

**Logan Voga – Story City**



# BEEF FEED PROMOTIONS

BOOK NOW THROUGH MAY 31, 2026

### Spring Calf Creep Booking Program

- Booking options now available for Purina® Rangeland® Calf Creep B90 pelleted calf creep supplement.
- For best pricing, book and pick up product by May 31, 2026.
- Bulk calf creep products can be picked up at our Grinnell, Barnes City, Newton or Gilbert locations. Bulk products can also be delivered to your farm.



### Spring Mineral Program

- Special pricing now available on a variety of Purina® Wind and Rain® mineral products.
- For best pricing, purchase and pick up by May 31, 2026.
- Fly control products are encouraged during the upcoming summer season.
- Pricing options include booking, take early delivery, or prepay for delivery at a later time.

### QLF® Ignite Beef Tubs

- Receive special pricing on QLF® Ignite Beef Tubs for a limited time.
- Book by May 31, 2026. To receive best pricing, pick up by May 31.
- Book today and take what you need, when you need it!
- All tubs weigh 200 pounds.



Ask a member of the Key Feed team about Purina® Availa® 4 cattle mineral!



#### Justin Crocheck

Senior Cattle Consultant | 515-291-0763

#### Jim Hawkins

Feed Sales | 641-990-8964

#### Kelcie Carpenter

Gilbert Feed Sales | 515-520-1962

#### Matt James

Feed Division Manager | 641-236-6565

#### Howard Vroom

Feed Sales | 641-660-4538

#### Renae Schumacher

Newton Feed Sales | 641-791-0740



## PET FOOD MONTH IS COMING!

Each April, we focus on proper nutrition and safety for our furry friends. It's time to evaluate what you're feeding your pets. Contact Key Cooperative to learn about our exclusive line of pet food—researched by animal scientists, tested by nutritionists and validated by veterinarians.

# We're stronger together, growing communities through partnership

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We see these initiatives as an investment in the future of agriculture, especially our vocational ag programs. By supporting ag education and FFA through programs like Bushels for Ag, we help students gain practical skills, envision career pathways and understand the value of the cooperative system. These partnerships allow us to share professional expertise while helping develop the next generation of agricultural leaders.

We're also proud to support the local emergency services and first responders who protect our communities every day. Whether through financial contributions or hands-on support, these partnerships reflect our commitment to safety, preparedness and community wellbeing. Additionally, we support the many Key employees who serve their communities in these volunteer roles.

Food insecurity has become increasingly apparent in our country, and our state is not sheltered from this concern. By partnering with local food pantries, Key Cooperative helps ensure families have access to nutritious food when

they need it most. These efforts align closely with statewide initiatives like the Iowa Food & Family Project, which is featured in this month's newsletter and helps connect consumers to Iowa agriculture and the people behind it.

The impact of Key Cooperative is also strengthened through partnerships with regional cooperatives and organizations, including Land O'Lakes®, WinField® United, Cenex®, AGP®, and CoBank®, as well as associations like the Iowa Institute for Cooperatives and the Agribusiness Association of Iowa.

In fact, a tool we regularly promote has now opened the application process for 2026! For decades, Key has partnered with the Land O'Lakes Foundation on their matching grant program. This program is an avenue for Key to contribute to local projects, with those dollars going even further thanks to a dollar-for-dollar match by Land O'Lakes. These matching grants are open to 501(c)3 organizations making a significant impact on their communities. I encourage you to visit our website to find that application: [keycoop.com/about/community-involvement](http://keycoop.com/about/community-involvement). ●



## Key Cooperative Community Scholarship Deadline Approaching!

**Applications are due March 23, 2026**

**DON'T MISS OUT, HIGH SCHOOL SENIORS!** Key Cooperative will award twelve \$1,000 nonrenewable scholarships this spring. To read the scholarship criteria or download the application, visit [keycoop.com](http://keycoop.com). You can also contact your local Key Cooperative office with questions or to learn more.

Applicants' major course of study should be in an agricultural or ag business field. Other acceptable majors include animal science, communications, information systems, accounting and carpentry or masonry construction. Students must have a parent or guardian who is a Class A or Class B member of Key Cooperative in good standing.



## Set It and Forget It!

Did you know you can pay your monthly statement automatically, directly from your bank account? It's free and easy to set up an electronic funds transfer (also known as an ACH payment) so you don't have to remember to pay another monthly bill. Contact your local Key location to get set up for ACH or visit our website to complete the form: **[keycoop.com](http://keycoop.com)**.

*ACH transactions will occur on the 15th business day of each month.*



## 2026 SPRING LUBRICANT SALE

March 1 - April 30

**SAVE**  
50¢ PER GALLON ON ALL PACKAGED OIL



### Key Cooperative Offers a Full Line of CENEX® Brand Lubricants with Wear Saver Technology™

ENGINE OILS - TRACTOR FLUIDS - TRANS FLUIDS - HYDRAULIC OILS GEAR OILS - TWO CYCLE OILS - COMPRESSOR OILS - LUBESCANs

Stop at your Key location or contact your Certified Energy Specialist for more information:

Bob Rabey | 641-521-6318

Chris Nady | 515-290-0009

Rick Kucera | 641-780-1624

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# KEY PERSPECTIVES

We're stronger together,  
growing communities  
through partnership

By Boyd Brodie, General Manager,  
Boyd.Brodie@keycoop.com



**DEAR MEMBERS,**

At Key Cooperative, supporting our members also means supporting the communities where we live and work. Through partnerships with local schools, emergency services and food pantries—and with the help of our cooperative network—we're able to make a meaningful, lasting impact. As we leave one season and enter another, it's so important to reflect on what it means for a cooperative—your cooperative—to make an impact.

Key works with, and often within, every school in the 13 communities where we have locations, as well as in many surrounding communities.

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*On a cold day, Boyd snapped a photo of this gorgeous sunset at our Roland location.*

## Would you like to see one of your photos featured on this page?

The *Connections* photo contest is open to any member or customer who receives our newsletter. One winning photo will be selected and placed in the newsletter. Photos must feature agriculture, ag events or rural settings; Iowa-based scenes are preferred. Photos must be submitted by the tenth of each month in order to qualify for the following month's newsletter. Please include your name, address, phone number and email address with your submitted photo(s).

Submissions may be emailed to Sara.Clausen@keycoop.com.

*Key Connections* is sent to you courtesy of Key Cooperative. Please send comments or suggestions to Sara.Clausen@keycoop.com or call 515-388-8030.



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## Our Board of Directors

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**John Koop**, Director  
**Lucas Tjelmeland**, Director  
**Nathan Voight**, Director



PHOTO CONTEST WINNER

# Sunset Over Roland

Submitted by Key General Manager Boyd Brodie