ENHANCING EFFICIENCY
Soybean Receiving Upgrade at St. Joseph, MO
Greetings from AGP!

AGP is off to a good start in FY 2018 thanks to a plentiful crop and higher quality soybean. Lower moisture and improved protein in new crop soybeans have resulted in reduced shrink relative to last year. Meal demand remains strong and we continue to see growth opportunities with the expansion of the livestock industry in our trade territory and abroad. Additionally, strong soybean oil demand from the food and biodiesel sectors contributes to improved margins. Thus, we are optimistic about the market in 2018 and are well-positioned to maximize available opportunities while continuing our capital investment program.

In this edition of AGP News, we want to highlight the upcoming AGP Annual Meeting and your opportunity to participate as a member-owner. We are very excited to present solid FY 2017 earnings to the membership at this meeting, along with detailed reports of business activity and plans from our Company’s leadership and senior management team. Along with these business reports, we have a strong lineup of outside presenters, headlined by USDA Secretary Sonny Perdue. As always, we will conclude the event with a member banquet that will feature entertainment. For those attending, we look forward to seeing you there!

Best Regards,

J. Keith Spackler
AGP Announces Promotions

**Troy Alberts** has been promoted to the position of Senior Vice President Refined Oils. Troy has worked in agriculture and the food industry for over 25 years. His most recent position at AGP was Vice President of Refined Oils. In his new position, Troy will be responsible for leading the Refined Oils and Renewable Fuels teams.

**Mark Sandeen** has been promoted to the position of Senior Vice President Soybean Processing. Mark has held various roles at AGP including Merchandising Manager at Manning, IA, and at the Hastings, NE facility. Most recently, Mark held the position of Vice President Soy Processing.

**Chris Schaffer** has been promoted to the position of Senior Vice President Ag Products. Chris has held various roles at AGP, most recently as Vice President Export and Grain Marketing. Over the past several years, Chris has been a key leader in developing and growing AGP’s export business.

Isabelle Lamb: Port Pioneer

Isabelle Lamb, a visionary leader and former Commissioner of the Port of Grays Harbor (PGH) in Aberdeen, WA passed away recently at the age of 94. Isabelle was the first woman elected as Port Commissioner at Grays Harbor. One of her primary accomplishments as Commissioner was to build infrastructure and form the relationships necessary to attract AGP to locate a deep water port and export facility in Aberdeen.

“Isabelle was instrumental in building the great relationship we have today between the PGH and AGP, including traveling to Omaha in the early stages of our long working relationship,” said Cal Meyer, AGP Chief Operating Officer. “One of the key decisions she made at PGH early on was to build rail infrastructure which was necessary to secure the deal. The entire year prior to AGP operating at Terminal 2, PGH loaded one vessel. This past December, AGP loaded six vessels.”

Isabelle was also Commissioner when PGH Executive Director Gary Nelson was hired. Nelson remembered Isabelle as “a savvy businesswoman who had marketing savvy as well.” The PGH under Nelson’s leadership has grown with bulk, liquid, and auto transport vessels loading at any given time.

“People make a difference and Isabelle was a true professional. I am proud to have known her,” added Meyer.

Nogel Re-Elected to NBB Leadership

Steve Nogel (at podium), Vice President, Renewable Fuels, was re-elected to serve on the Governing Board of Directors of the National Biodiesel Board (NBB) at the organization’s fall meeting in Washington, D.C. Nogel was re-elected to serve a two-year term.
Annual Meeting
Schedule of Events

EMBASSY SUITES - LA VISTA CONFERENCE CENTER
12520 WESTPORT PARKWAY
LA VISTA, NEBRASKA 68128
402-331-7400

Thursday, January 18, 2018
2:00 p.m. .................. Registration Opens
5:00 p.m. .................. Opening Reception

Friday, January 19, 2018
7:00 a.m. ................. Breakfast - Sponsored by CoBank
8:00 a.m. ................. Spouses Breakfast & Program with Kay Frances
8:00 a.m. ................. Registration Opens
9:00 - 10:00 a.m. ........ Breakout Speakers - Ted Seifried and Alan Brugler
10:15 a.m. ............... Opening Music by Millard West - “West in the Groove”
Welcome
Call to Order
Election of Directors
CEO Report
CFO Report
Special Announcements
Election Results
10:30 - 3:30 p.m. ........ Spouses Shopping Excursion
12:15 p.m. ................ Lunch
1:15 p.m. ................. Meeting Reconvenes
COO Report
Operating Reports
Chairman’s Report
Questions & Answers
Adjourn Meeting
2:30 p.m. ................. Sonny Perdue (Invited), Guest Speaker
U.S. Secretary of Agriculture
5:30 p.m. ................. Reception
6:30 p.m. ................. Closing Banquet - Entertainment Featuring Billy McGuigan

Registration packets for the Annual Meeting have been mailed to all member cooperatives with complete details of the meeting. Please contact Member & Corporate Relations, 800-247-1345 ext 5017, with any questions you may have regarding the Annual Meeting. Name badges required for all events.
Guest Speakers

Sonny Perdue
KEYNOTE SPEAKER
George “Sonny” Perdue is the United States Secretary of Agriculture and this country’s leading policy advocate for farmers and ranchers. Mr. Perdue’s career includes time as a farmer, veterinarian, state legislator, agribusinessman, and Governor of Georgia. His agribusiness experience included managing a successful commodity trading and logistics company that involved grain elevators, fertilizer supply, livestock operations, and ethanol production. Mr. Perdue served as a Captain in the United States Air Force and earned a Doctorate in Veterinary Medicine from the University of Georgia. He and his wife, Mary, have four children and fourteen grandchildren, as well as serving as foster parents.

Ted Seifried
Alan Brugler
BREAKOUT SPEAKERS

Ted Seifried is Vice President and Chief Market Strategist for the Zaner Ag Hedge Group. He believes it is paramount to use different strategies to adapt to market conditions. Ted has spent years working with grain and livestock producers and end users throughout the world. He is a regular guest analyst on Ag Day, U.S. Farm Report, Market to Market, and Market Rally Radio with Chip Flory.

Alan Brugler is the President of Brugler Marketing & Management and has over 40 years of commodity market experience. Alan’s market strategies are designed to maximize producer revenues through a combination of basis, cash sales, and hedging. He grew up on a dairy farm in Northeast Ohio which is still in the family. Alan is an Honors graduate of Ohio State University.

Kay Frances
GUEST SPEAKER
Motivational humorist, Kay Frances, has shared her message to “lighten up, stress less, and take care of ourselves” across the U.S. and Canada for over 30 years. She holds a Master’s Degree in Business Administration, a degree in Health and Physical Education, and a fourth degree black belt in karate. She was also a family caregiver for seven years.

When it comes to humor, Kay is the “real deal” having performed as a professional stand-up comedian for many years and appearing on a number of national television and radio programs. Additionally, Kay is the author of “The Funny Thing about Stress: A Seriously Humorous Guide to a Happier Life.”

Featured Entertainment

Billy McGuigan
Billy McGuigan is the creator of three international touring shows: Rave On, Yesterday and Today, and Rock Twist. He has been touring North America since 2003. Billy’s shows have sold out countless performances and have broken box office and attendance records in theaters across the country.

When he’s not on the road, Billy keeps it all rolling as the Owner and Creative Director of Rave On Productions, acting in industrial films and commercials, and doing voice-over work. He is actively involved in the Leukemia Lymphoma Society and balances all of this with the real reason he’s doing it all: for his kids, Cartney and Ciaran.
Brad Davis  
**GOLDFIELD, IOWA Incumbent**

Brad Davis has served as CEO/General Manager at Gold-Eagle Cooperative, Goldfield, Iowa since 1985. His cooperative management experience also includes General Manager at Vinton, Iowa and Assistant Manager at Manly, Iowa. He is an Ag Business graduate of North Iowa Area Community College (NIACC), Mason City, Iowa.

Brad manages CORN, LP, an ethanol plant in Goldfield, and also serves as a Director on the Iowa Renewable Fuels Association. He was elected to the AGP Board of Directors in 1994 and has served as Board Chairman since 2002. He is also a Board member of Protinol/Proagro. Brad previously served as Chairman of the Agribusiness Association of Iowa, President of North Central Shippers Association, and Vice-President of Cooperative Train Shippers of Iowa.

Brad is a former Director of Security Savings Bank in Eagle Grove, Iowa and also served as a Director of the Eagle Grove Economic Development Corporation. He and his wife, Renee, are members of United Methodist Church in Clear Lake, Iowa. They have two married children and four grandchildren.

Chris Ludwig  
**CHARLES CITY, IOWA**

Chris Ludwig is CEO of Viafield, A Cooperative, headquartered in Charles City, Iowa. Prior to joining Viafield, he was Director of Strategic Asset Management for Land O’Lakes, St. Paul, Minnesota. He has 25 years of leadership experience in the agriculture industry, serving in management positions at Continental Grain, Cargill, Scoular, and Land O’Lakes. During his career, Chris has been responsible for commodity risk management, feed ingredient trading, international trade, exports, and general management at some of the leading industry processors, global traders, and cooperatives.

Chris graduated from the Purdue University School of Agriculture with a focus on economics and agri-business management.

Chris has served his community through leadership on corporate councils focused on children, food, and families in the Minneapolis area. He has also served as a volunteer coach developing youth through the FIRST Robotics program. Chris and his wife, Christina, have two children.

Bruce Granquist  
**LABOLT, SOUTH DAKOTA Incumbent**

Bruce Granquist and his son, Nathan, and wife, Janet, farm 3200 acres near Milbank, South Dakota, raising soybeans, corn, and wheat. Bruce is Board Chairman of LaBolt Farmers Grain Company, LaBolt, South Dakota. He has served on the cooperative’s Board for 25 years including 17 years as Chairman and 8 years as Secretary. Bruce has served on the AGP Board of Directors since 2003 and is currently a member of the Audit Committee.

Bruce is Vice-Chairman of the Grant-Roberts Rural Water District and has served on the organization’s Board for 26 years. He is a past Director of the South Dakota Association of Rural Water. Bruce is a member of the South Dakota soybean and corn growers associations. He is former Chairman of the Township Supervisors.

Bruce and his family are actively involved in their school, community, and the American Lutheran Church in Milbank, where Bruce served on the church council. He and his wife, Janet, have two sons and two grandchildren.

Hal Clemensen  
**ABERDEEN, SOUTH DAKOTA**

Hal Clemensen raises soybeans, corn, and wheat on 3200 acres near Conde, South Dakota. He is Board Chairman of South Dakota Wheat Growers Association, Aberdeen, South Dakota. Hal has been a Wheat Growers member since 1978, a Board member since 1997, and Board President since 2005. He was honored by the National Council of Farmer Cooperatives (NCFC) in 2016 as Director of the Year.

Hal earned his B.S. degree in Ag Economics and Ag Business from South Dakota State University, Brookings, South Dakota. He worked as a Loan Officer with Production Credit Association before returning full-time to the family farm in 1984.

Hal is active in industry organizations including the South Dakota soybean and corn growers associations. He has served as a guest presenter at the Harvard School of Business, at the NCFC national meeting, and the National Cooperative Council.

In his community, Hal serves on the Avera Rural Cancer Advisory Board. Hal and his wife, Terri, are involved in their church at Brentford, South Dakota. They have two daughters.
Larry Oltjen
Hiawatha, Kansas

Larry Oltjen is a member of Ag Partners Cooperative, Inc., Hiawatha, Kansas. He has 36 years of Board service, including past Chairman at Ag Partners Cooperative and Brown County Cooperative (one of the merging cooperatives that formed Ag Partners). He has served on the AGP Board of Directors since 2009.

Larry farms 5000 acres in partnership with his wife, Marty, and son, Michael, near Robinson, Kansas, growing soybeans and corn. In addition to his service to cooperatives, Larry was active in the livestock industry. He was President of the Kansas Livestock Association, Chairman of the Kansas Beef Council, a Director for the Cattlemen’s Beef Promotion and Research Board, and served on the Executive Board of the National Livestock and Meat Board. In addition, Larry is a member of the American Soybean Association, the National Corn Growers Association, the Kansas Farm Bureau, and other producer associations.

Larry is a Board member and past Council President of Upper Wolf Lutheran Church in Robinson. Larry and Marty have two children.

Galen Kuska
Dorchester, Nebraska

Galen Kuska serves as Vice Chairman on the Board of Directors of Farmers Cooperative, Dorchester, Nebraska. He has been a Director at the cooperative for 20 years including Board Secretary. He also served on the Board at the cooperative in Milligan, Nebraska (which became part of Farmers Cooperative in 1996) for 7 years including 3 years as Board Chairman.

Galen farms 1500 acres near Exeter, Nebraska, growing corn and soybeans. He also leases swine finishing operations and pasture to local producers. Galen is a graduate of the University of Nebraska-Lincoln (UNL) College of Agriculture.

Galen serves on the Nebraska Coop Council Hall of Fame Committee and is a former member of the UNL Extension Board in Fillmore County. He was Chairman of the AGP Nominating Committee in 2009 and 2013. He is a member of the American Soybean Association, Nebraska Pork Producers, and Nebraska Farm Bureau.

Galen’s community service includes Treasurer and past Chairman of Liberty Township, and Council member and past Secretary of St. John’s Lutheran Church in Ohiowa, Nebraska. He and his wife, Sharon, have three grown children.

All Board positions are for three-year terms
PROJECT UPDATE: ST. JOSEPH
Soybean Receiving Project
Completed at AGP St. Joseph, MO

The St. Joseph, MO plant completed a major soybean receiving project that included an elevator upgrade with an expanded receiving pit and distribution system for more efficient unloading capacity. The revamped soybean receiving system was put to good use during the busy harvest season as the St. Joseph soy processing facility set a one-day record for volume of trucks unloaded.
Progress at Aberdeen, SD

Following the groundbreaking ceremony last May at the site for the new soybean processing facility in Aberdeen, SD, the project’s construction is well underway and is on schedule for completion in the fall of 2019. This facility, AGP’s tenth soybean processing plant, will be an excellent complement to AGP’s existing processing capability and serve a growing membership base in the Dakotas.
AGP’s Contractor Earns Construction Award

AGP’s engineering contractor, Interstates Companies, received a prestigious construction award from Associated Builders and Contractors (ABC) of Iowa during the association’s annual Excellence in Construction Gala held in Altoona, IA.

AGP’s contractor was recognized with a 2017 Award of Excellence in the category of Commercial: Electrical (Over $2 million). The award was presented based on work at AGP’s soybean oil refinery in Sergeant Bluff, IA. Criteria for the award included complexity of the project, attractiveness, unusual challenges, innovation, safety, and budget compliance.

“This project is an example of the innovation and commitment to outstanding craftsmanship that embody merit shop construction,” said Greg Spenner, ABC of Iowa President and CEO. “The superior workmanship illustrates the high level of quality produced by merit shop contractors.”

Photo from left to right: Steve Hansen, AGP Vice President, Engineering and Environmental; Bryan Sharp, AGP Senior Project Manager; Randy Van Voorst, Vice President, Interstates Companies; Tony Stepanek, AGP Director of Engineering; and Arron Norman, AGP Senior Electrical Engineering Manager.
Happy New Year!

To reach us, contact:
Jim Rodenburg / Communications Manager / P. O. Box 2047 / Omaha, NE 68103-2047
Phone: 402-496-6627 / Email: jrodenburg@agp.com

www.agp.com