

AGP NEWS

Serving Cooperatives and Agricultural Producers

A PUBLICATION OF **Ag Processing Inc** a cooperative, Issue #2, 2022



AGP TERMINAL 2 GRAYS HARBOR, WA

A MESSAGE FROM AGP'S CEO



IN THIS ISSUE

- 3 Industry Engagement
- 4 Washington Watch
- 6 Policymakers
- 7 Promoting AGP
- 8 International Markets
- 10 Making Connections
- 12 Employee Development
- 13 Agricultural Education
- 15 Member News



On September 1st, 2021 AGP experienced a disruption in our supply chain when a malfunction occurred with our ship loader at the Port of Grays Harbor in Aberdeen, WA. AGP's Ag Products and Processing divisions, along with our Transportation team, immediately jumped into action to mitigate logistical issues and continue to serve our customers. AGP's Marketing arm was able to find elevation at other ports to continue loading vessels. AGP's Traffic division moved numerous unit trains in route to Grays Harbor to new destinations, all while keeping a steady supply of empty cars returning to our soy processing plants, keeping us fully operational. Concurrently, AGP's Operations and Engineering teams took action by designing and installing a temporary loading system utilizing mobile telestackers so AGP could continue shipping to our customers from the Grays Harbor terminal. We cannot always control what happens, but we can control how we respond. The pride and dedication of our team is unparalleled. Alongside the efforts of AGP's team, I would be remiss not to mention how fortunate we are to have such a great partner on the ground in Washington. The Port of Grays Harbor staff stood hand in hand with us through some trying times during our business interruption, temporary loading, and rebuild. Thanks to everyone for all their hard work.

On the cover of this issue of *AGP News* is a picture of the new loader at Terminal 2 which became operational on May 23rd. The startup has gone smoothly and I want to congratulate AGP's Operations and Engineering teams for the success they have accomplished on the rebuild. AGP's Terminal 2 will handle over 20% of U.S. soybean exports in a given year. In addition, with the planned expansion in the soybean processing industry over the next three years, the need to export meal has never been greater. We are pleased that Terminal 2 is back up and running at 100% and look forward to AGP's new export terminal coming online in 2025.

Thanks for your continued support, and I wish you success on a prosperous growing season.

Sincerely yours,

Chris Schäffer
Chief Executive Officer

INDUSTRY ENGAGEMENT

AGP Welcomes Chicago Board of Trade Reps



The Nebraska Department of Economic Development hosted a delegation of visitors from the Chicago International Trade Commissioners' Association (CITCA) this spring. Part of that visit included a stop at AGP's corporate headquarters in Omaha, NE. CITCA is a volunteer organization consisting of trade representatives from foreign governments based in Chicago, IL. CITCA currently has about 50 members representing more than 40 countries. The group who met with AGP management hailed from Lithuania, Hong Kong, Greece, Britain, Belgium, Canada, Spain, and Malaysia.



Mark Sandeen, AGP Chief Marketing Officer; Paul Wahlmeier, AGP Vice President of Finance; and Alvaro Cordero, AGP Senior Export Trader, were also on hand to discuss the Company's business platform and answer any questions.

South Dakota Dairy Expo

AGP employees attended this spring's 2022 Central Plains Dairy Expo in Sioux Falls, SD. This was an opportunity for the team to speak with visitors about AGP's AminoPlus® product. AminoPlus® is AGP's high performance soy bypass protein used in dairy rations, and is produced at four Company facilities. Pictured left to right are: Evan Robertson, Senior Merchandiser in Dawson, MN; Garrett Owen, Director of Special Projects in Omaha, NE; Andrew Metzger, Senior Merchandiser in Omaha, NE; and Dave Gast, Director of Nutritional Services in Omaha, NE.



AMINOPLUS®
Ag Processing Inc

Port Grant Discussed with D.C. Leaders



Iowa Congressman Randy Feenstra (second in the back row) poses with the team from AGP and the Port of Grays Harbor.

This spring, AGP's Matt Caswell, Vice President of Member and Government Relations, and Paul Wahlmeier, Vice President of Finance, traveled to Washington, D.C. to advocate for a federal grant supporting new investment at the Port of Grays Harbor (POGH) under the Port Infrastructure Development Program (PIDP). Representatives of the Port took part in the meetings as well including Commissioner Tom Quigg, Deputy Executive Director Leonard Barnes, and Director of Government and Public Affairs Kayla Dunlap.

PIDP grants are funded under the Department of Transportation's Maritime Administration (MARAD) and are available for port infrastructure projects. The Port of Grays Harbor has submitted a grant request for \$25 million to support AGP's Terminal 4 Expansion and Redevelopment Project. AGP previously announced plans to double its loading capacity and construct new loading facilities, improve railroad tracks, add storage, and make other major improvements at the Port. If approved, the PIDP grant will support the overall expansion project.

During the visit to Washington, D.C., the combined AGP and Port team met with numerous Administration and Congressional policymakers to advocate for the PIDP grant. The team had the opportunity to discuss AGP's and the Port's role in the nation's export of soybean meal to markets overseas, with the PIDP program leaders and members of Congress (including key policymakers from the Midwest and Pacific Northwest). The Port's PIDP grant request has received numerous letters and statements of support from trade associations and state and federal government representatives.



Top: Paul Wahlmeier, AGP Vice President of Finance; Leonard Barnes, POGH Deputy Executive Director; Deb Fischer, U.S. Senator from Nebraska; Matt Caswell, AGP Vice President of Member and Government Relations; and Kayla Dunlap, POGH Director of Government and Public Affairs. Bottom right: Maria Cantwell, U.S. Senator from Washington and Chair of the Senate Commerce Committee, talks with POGH leaders Tom Quigg (middle) and Leonard Barnes (right) during the D.C. visit. Also pictured is Max Vekich, newly appointed Federal Maritime Commissioner. Bottom left: Cantwell and Vekich pose with reps from AGP and the POGH.



Nebraska Officials Tour Hastings Facility

AGP celebrated this year’s National Ag Week with a visit from two special guests. In late spring, Nebraska Governor Pete Ricketts and Nebraska Department of Agriculture Director Steve Wellman met with AGP management at the Company’s Hastings, NE processing facility. The meeting featured a presentation from AGP CEO Chris Schaffer explaining current business operations and capital investments being made within the Company. Those projects include a new soybean crush facility in David City, NE and the expansion of AGP’s export terminal at Grays Harbor. Both projects are slated to be completed by 2025.

“We want to thank Governor Ricketts and Director Wellman for their visit here today,” said Jodie Johnson, Hastings Merchandising Manager. “They asked some great questions and were excited to learn about AGP and how the Company works to promote soybean production and the soybean industry.”

The visit ended with a guided tour of the facility, where Ricketts and Wellman learned of the role Hastings plays in AGP’s overall business platform.

“What happens in Hastings is about more than crushing soybeans and refining oil. It is also about hiring Nebraskans, giving back to the local community, and making sure our state’s farmers can get top dollar for their crop. The way AGP is able to connect those dots is truly remarkable,” Ricketts said.

The Hastings facility processes over 60 million bushels of soybeans and refines over 700 million pounds of soybean oil each year. Approximately 80% of the soybean meal produced at the Hastings plant is exported, primarily to Southeast Asia.



Nebraska Governor Pete Ricketts looks on as Chris Schaffer, AGP CEO, explains the soybean production process.

AGP Applauds Iowa Biodiesel Bill



Iowa Governor Kim Reynolds addresses the crowd before signing the Biofuels Access Bill. Mark Sandeen (far right), AGP Chief Marketing Officer, was part of the biofuels group.

AGP representatives attended the Iowa biofuels bill signing in May. Iowa Governor Kim Reynolds is a strong supporter of the renewable fuels industry. The Biofuels Access Bill (HF 2128) encourages the sale of higher blends of biodiesel through an incentive-based approach and increases the fuel retailer tax credit.

“Iowa’s biofuel production powers our economy and fuels the world, and this historic bill sets the stage for the single largest expansion of biofuels in our state’s history. We’re sending a message that can’t be ignored. America’s energy is growing right here in Iowa’s fields,” Reynolds said prior to signing the bill at a family farm in Prairie City, IA.

The bill has garnered a great deal of praise from the agricultural industry and renewable fuels sectors. According to the Iowa Soybean Association, biodiesel production supports 13% of the price of soybeans, equating to approximately \$1.78 per bushel in 2021. Increased production of renewable fuels also results in reduced feed costs for livestock producers.

Agribusiness Assoc. of Iowa CEO Visits AGP



In June, Bill Northey, CEO of the Agribusiness Association of Iowa (AAI), visited AGP’s headquarters to meet with AGP leaders and discuss his group’s policy and education priorities for agriculture in Iowa. Prior to his role as AAI CEO, Northey served three terms as Iowa’s Secretary of Agriculture and was appointed as USDA’s Under Secretary for Farm Production and Conservation. AAI’s membership consists of several hundred Iowa agricultural-related businesses. These include farm supply cooperatives, private grain companies, crop protection companies, equipment dealers, agricultural lending, rural health organizations, and many other businesses dedicated to serving Iowa’s agricultural industry. AGP and AAI have a long history of working together on key issues facing Iowa agriculture.

“AGP is very excited to welcome Bill into his new role as CEO of AAI. His experience and deep understanding of the role of government in agriculture will serve our industry well, especially as agriculture begins to engage more directly on climate issues,” stated AGP Vice President of Member and Government Relations Matt Caswell.

AGP CEO Speaks at Northern State University

Recently, AGP CEO Chris Schaffer was the featured speaker at the seventh annual Lamont-Rhodes Lecture at Northern State University. The campus is located in Aberdeen, SD, only a few miles from AGP’s soybean processing facility. As part of his visit, Schaffer spoke to students and faculty at NSU’s School of Business about AGP’s role in South Dakota agriculture. Later that evening, he shared his thoughts with area business leaders and university donors at the Lamont-Rhodes Lecture.



AGP continues to engage with our international customer base.



Latin America

AGP hosted a Latin American trade team during their visit to Omaha, NE.



The Philippines

Members of AGP's export team met with some of the Company's long-standing partners on a recent trip to the Philippines. This was AGP's first in-person meeting in the country since the pandemic.



Sri Lanka

As part of their visit to Nebraska, a trade delegation from Sri Lanka toured AGP's Hastings plant to better understand soy crushing.



Vietnam

Alvaro Cordero, AGP Senior Export Trader, joined the United States Soybean Export Council's Brianna Metts in Washington, D.C. to promote Vietnam's soybean industry efforts. AGP and members of Vietnam's Ministry of Agriculture and Rural Development signed a memorandum of understanding supporting continued commercial trade to Vietnam.

AGP Visits with Members



Employees from Agtegra Cooperative met with members of AGP’s management team during a recent visit to the corporate office in Omaha, NE. Agtegra is headquartered in Aberdeen, SD and is a major supplier of soybeans to AGP’s Aberdeen facility. Various AGP business unit leaders were at the meeting to discuss agricultural markets and opportunities within the soybean industry. They included Mark Sandeen, Chief Marketing Officer; Courtney Lawrenson, Vice President of Oils and Energy; Craig Pietig, Vice President of Ag Products; and Adam Piper, Vice President of Soybean Processing.



In early June, merchandisers from AGP’s Sergeant Bluff, IA location attended the 112th Annual Meeting of the Farmers Cooperative Company (Craig, IA) held at the Brunsville, IA American Legion. Pictured left to right are: Kyle German, Merchandiser in Sergeant Bluff, IA; Adrian Sealine, Senior Merchandiser in Sergeant Bluff, IA; Wayne Johnson, Director of Marketing in Sergeant Bluff, IA; and Doug Schurr, General Manager of Farmers Cooperative Company.

AGP Visits with State Soybean Associations

AGP recently held a meeting with representatives of state soybean checkoff groups to discuss updates throughout the soybean industry and potential soy marketing projects in Asia and Latin America. Members of AGP’s management team gave presentations and answered questions on topics including renewable fuels, soybean crush expansion, and future projects. Kirk Leeds, CEO of the Iowa Soybean Association (ISA), said the information learned will be brought back to its membership.

“It is always a joy to come to AGP’s headquarters. ISA is fortunate to work so closely with AGP and its partners in the soybean industry. Much of today’s meeting focused on projects to strengthen the ties between American agriculture and buyers in other countries. We appreciate the support of AGP and all of our state soybean association partners,” Leeds said.

The meeting was also an opportunity to say thank you and farewell to soybean industry consultant Peter Mishek (pictured below on the far left). Peter is retiring later this year and has been instrumental in helping coordinate countless projects with AGP and state soybean representatives.



EMPLOYEE DEVELOPMENT

Corporate Accounting Meeting



From left to right: J.C. Gum, Vice President and Corporate Controller; Dave Lien, Accounting Manager for Aberdeen, SD and Dawson, MN; Jody Oberheide, Accounting Manager for Hastings, NE; Karen Stevens, Controller of Soy Processing; Brandon Widman, Accounting Manager for Sergeant Bluff, Sheldon, and Manning, IA; Dawn Sundvold, Accounting Supervisor for Mason City, IA; Stacey Fowler, Accounting Manager for St. Joseph, MO; and Nic Klocke, Regional Accounting Manager for Eagle Grove and Emmetsburg, IA.

Accounting leadership from across AGP’s organization gathered at the Company’s corporate office for the semi-annual Accounting Managers Meeting. The purpose of the two-day workshop was to learn new technology to improve efficiency, provide updates on AGP projects and investments, and help ensure Company success.

Much of the agenda focused on how accounting technology can be modernized for a more streamlined approach.

“It’s crucial for AGP’s accounting team to remain current on the latest technologies, various policies, and procedures,” said J.C. Gum, Vice President and Corporate Controller. “This is an ever-changing business environment and by investing in collaboration, tools, and training, we are at our best to meet the needs of our member-owners.”

Plant Merchandising Managers Gather in Omaha

AGP employs six merchandising managers across the Company’s 10 soybean processing facilities. The group recently met with senior management in Omaha and discussed current issues related to AGP’s business and operations. Pictured left to right are: Jodie Johnson, Merchandising Manager, Hastings, NE; Matt Smith, Merchandising Manager, Aberdeen, SD; Shara Schmeling, Regional Merchandising Manager, Eagle Grove, Emmetsburg, and Mason City, IA; Wayne Johnson, Director of Marketing, Manning, Sergeant Bluff, and Sheldon, IA; Jon Wager, Merchandising Manager, Dawson, MN; and Reggie Kock, Merchandising Manager, St. Joseph, MO.



AGRICULTURAL EDUCATION

Nebraska LEAD Visits AGP



LEAD 39 includes ag professionals from cities all over Nebraska including Broken Bow, Elgin, Grand Island, Lincoln, Mullen, Omaha, and many more.

Twenty members of the 39th Nebraska LEAD program recently visited AGP corporate headquarters in Omaha, NE as part of their two-year educational requirement. LEAD is coordinated by the University of Nebraska-Lincoln and stands for Leadership Education/ Action Development. All LEAD participants are Nebraska residents involved in production agriculture, agribusiness, or a related field.



Nebraska Agricultural Leadership Council

“The mission of the LEAD program is to prepare and motivate men and women in agriculture for more effective leadership,” said Nebraska LEAD Director Terry Hejny. “AGP has a strong history of leadership in the ag industry. What the class is learning today can be brought back to the farm or ranch to strengthen their leadership and decision-making abilities.”

Matt Caswell, AGP Vice President of Member and Government Relations, met with the group to provide an overview of the cooperative business model and discuss AGP’s role in agricultural advocacy.

AGP is a long-time supporter of Nebraska LEAD, a program that is recognized both statewide and nationally for its agricultural leadership development.



2022 Annual Meeting
January 19 & 20, 2023

Embassy Suites
(402) 331-7400

Courtyard
(402) 339-4900

Hampton Inn
(402) 895-2900

Mention the AGP Annual Meeting to receive the guaranteed rate.

Member Information

- Farmers Pride in Battle Creek, NE acquired Farmers Cooperative Elevator Company in Avon, SD. The acquisition included grain facilities, agronomy storage and equipment, bulk fuel delivery, and plant assets. Dean Thernes is the President and CEO of Farmers Pride.
- Archer Cooperative Grain Company in Archer, IA named Joe Williams General Manager. Most recently, Joe was Grain Operations Manager at Crystal Valley Cooperative in Lake Crystal, MN.
- Five Star Cooperative in New Hampton, IA named Scott Black CEO. For the past nine years, Scott was the President and CEO of Valley Farmers Supply in Montana.
- Landus Cooperative has moved their main office from Ames, IA to Des Moines, IA. Matt Carstens is the General Manager of Landus.
- Agtegra Cooperative in Aberdeen, SD named Jason Klootwyk CEO. Jason has been with Agtegra since 2019 and most recently held the position of Chief Operating and Risk Officer. Prior to joining Agtegra, Jason was with Bunge North America.
- Farmers Union Cooperative in Ossian, IA named Taylor Kusterman General Manager after the retirement of their former GM, Dave Hemesath. Previously, Taylor was Grain Division Manager at Central Commodity FS in Illinois.
- Southeast Farmers Cooperative in Burbank, SD named Merle Lyons CEO/General Manager effective August 1st. He takes over for Don Truhe who announced plans to retire. Most recently, Merle was COO at AgState in Cherokee, IA.





12700 West Dodge Road
P.O. Box 2047
Omaha, NE 68103-2047

RETURN SERVICE REQUESTED

PRESORT
FIRST CLASS
US POSTAGE
PAID
OMAHA NE
PERMIT NO 1479



AGP.com

To reach us, contact:
Troy Moling | Member Relations | P.O. Box 2047 | Omaha, NE 68103-2047
Phone: 402-496-6627 | Email: tmoling@agp.com



AGP proudly uses soy ink
in all publications!