

IN THIS ISSUE

Business Updates

Meeting

Board of Director Nominations

International Markets

Member News

Industry Events

I hope everyone is enjoying the holidays. As much as I like the Christmas season, one eye is on AGP's upcoming 40th Annual Meeting, which will be held on January 19, 2024. The management team looks forward to reporting on the Company's performance this past year and providing their views on what lies ahead. The business reports will be followed by an inspiring keynote speaker and a great entertainer Friday evening. You will find more details regarding the Annual Meeting later in this newsletter.

We are also exited to announce a new leadership appointment at AGP. Congratulations to Wayne Johnson on his well-deserved promotion to Vice President of Transportation. Wayne is a familiar face to many of our members after holding marketing leadership roles at several of our facilities. I was fortunate enough to start my career at Sheldon, IA and worked with Wayne where he assisted me in learning merchandising basics. Wayne was a great mentor and always stressed the importance of maintaining good relations with our member-owners.

Wayne is replacing Senior Vice President of Transportation, Greg Twist, who retired in December. Though I look forward to working with Wayne and seeing what new ideas he will bring to the position, Greg will be truly missed. I had the pleasure of working for Greg as a merchandiser in Omaha for many years. Greg has leadership qualities that I admire. One that really stands out is his ability to build a team. During his time as Vice President of Marketing, and later leading the transportation group, Greg developed teams that were willing to work hard and always tried to exceed expectations. Greg was considerate to his co-workers and, in turn, was respected by everyone at AGP. Greg, thank you for your many years of service to the Company and we wish you and Pam the best in your retirement.

One last note on retirements, I would be remiss not to mention the upcoming departure of Gary Nelson as Executive Director from the Port of Grays Harbor. Gary has championed Port of Grays Harbor developments for 24 years and was instrumental in AGP's decision to invest in Aberdeen, WA. We appreciate all the years of working with Gary and his team.

See you in a couple weeks at the Annual Meeting.

Chief Executive Officer



Twist Retires, Johnson Promoted



Greg Twist Senior Vice President of Transportation

Greg Twist, Senior Vice President of Transportation, retired in December after almost 30 years with AGP. Greg joined the Company in December of 1994 in the role of Transportation Manager before progressing onto the Centralized Rail Trading Team in 1996. Greg continued his leadership within AGP to include the role of Merchandising Manager at Dawson, MN in 1997. In 1999, he moved to a similar role at the Hastings, NE facility. Greg moved back to the corporate office as Director of Merchandising in 2001. He was promoted to Vice President of Soy Marketing in 2002 and to Senior Vice President in 2005. Greg took on the role of Senior Vice President of Transportation in 2011 and led AGP's efforts in this area until his retirement. We are very appreciative to Greg for his years of service and valuable contributions to the cooperative system.



Wayne Johnson Vice President of Transportation

Wayne Johnson succeeds Greg as AGP's Vice President of Transportation. Wayne started his career at AGP as a Merchandising Trainee in Omaha in 1990. He was promoted to Merchandiser in 1991 and later accepted a transfer to Sheldon, IA in the same position. Wayne transferred to Eagle Grove, IA in 1995 as Assistant Merchandising Manager. In December of 1995, Wayne was promoted to Merchandising Manager at Mason City, IA and later, in 2004, he accepted a transfer to Sergeant Bluff, IA, also as the Merchandising Manager. In 2013, Wayne was promoted to Regional Merchandising Manager, and in 2019, he was promoted to Regional Director of Merchandising. Wayne was promoted to Assistant Vice President of Transportation last year.

Nelson Retiring from POGH Leadership



Gary Nelson Executive Director, Port of Grays Harbor

After nearly 24 years, Port of Grays Harbor Executive Director Gary Nelson has announced he will retire on March 31, 2024. Gary was hired as Executive Director in April 2000, when the Port had only 21 vessel calls handling 85,000 metric tons of cargo with an operating budget of just \$5.2 million. This year, the Port is projected to have 100 vessel calls and handle more than three million metric tons of cargo with an operating budget of nearly \$40 million.

Gary was Chairman of the American Association of Port Authorities from 2019 to 2020, chaired the Washington Public Ports Association Legislative Committee, and served on the Pacific Northwest Waterways Association Executive Board. He also oversaw the completion of the deepening of the Grays Harbor Navigation Channel to its congressionally authorized depth.

Leonard Barnes, the Port's current Deputy Executive Director, was selected to replace Gary once he retires.

On the cover: A photo looking

northeast at AGP's biodiesel facility

in Algona, IA.

Annual Meeting Schedule of Events

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



Thursday, January 18, 2024

2:00 p.m.	 Registration Opens
5:00 p.m.	 Opening Reception

Friday, January 19, 2024

7:00 a.m	Breakfast - Sponsored by CoBank
8:00 a.m	Spouse Breakfast & Program with Jeannette Walls
8:00 a.m	Registration Opens
9:00 - 10:00 a.m	Breakout Speakers - Elaine Kub and Josh Linville
10:30 a.m	National Anthem
	Call to Order

2022 Annual Meeting Minutes

Election of Directors

CEO Report COO Report CFO Report CMO Report

Special Announcements

Board of Director Election Results

10:30 a.m. - 3:30 p.m. Spouse Shopping Excursion

12:15 p.m. Lunch

1:15 p.m.Meeting Reconvenes

AGP Recognitions
Operating Reports
Chairman's Report
Questions & Answers
Adjourn Meeting

2:30 p.m. Gretchen Evans, Keynote Speaker

5:30 p.m. Reception

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.

Gretchen Evans

KEYNOTE SPEAKER



Command Sergeant Major Gretchen Evans is one of the most decorated female veterans in U.S. history. She was a successful senior military intelligence analyst and paratrooper, operating in places such as Grenada, Kosovo, Bosnia, Somalia, Iraq, and Afghanistan. In 2006, while working as a sergeant major in Afghanistan, a mortar blast threw her into

a concrete bunker wall. She suffered a traumatic brain injury and lost 95% of her hearing, ending her military career. She received the Bronze Star for valor and heroism in combat.

Gretchen shares compelling and riveting stories and experiences, going from being the highest enlisted rank in the Army to traversing through life after a serious combat injury. Her insightful and poignant perspective offers a view into a window of today's warriors, and offers nuggets of wisdom and impactful takeaways. She shares her story with a unique style of encouragement, hope, and humor.

Gretchen's story is featured in the 2020 bestselling book, What's Within You. In August 2020, Gretchen and her adventure racing team, Team UNBROKEN, were featured in the World's Toughest Race on Amazon Prime. Team UNBROKEN is the first totally disabled team to ever compete in this arduous adventure race. Their desire is to bring awareness that disabilities do not define or limit what is possible with hard work, grit, gumption, and a rope team.

Elaine Kub

BREAKOUT SPEAKER

Elaine Kub is the author of *Mastering the Grain Markets: How Profits Are Really Made* – a 360° look at all aspects of grain trading which draws on her experiences as a futures broker, market analyst, grain merchandiser, and farmer. Elaine grew up on a family farm in South Dakota where she is still active in grain and livestock production. Her expert analysis can be found on various media outlets such as DTN The Progressive Farmer, *Market Journal*, and *Market to Market*.

Josh Linville BREAKOUT SPEAKER

Growing up in Northwestern Missouri on a family farm growing tobacco and cattle, Josh Linville brings a unique perspective to the fertilizer markets. With over 20 years of experience, Josh has worked as a Logistics Specialist, Nitrogen Producer, and General Manager of Commerce in Melbourne, Australia. Josh and his team work hard to educate others on how to use the fertilizer futures markets to not only offset price risk, but also to sell products to farmers much sooner for fertilizer producers to start their physical sales programs.

Jeannette Walls

GUEST SPEAKER



A celebrated author, Jeannette is best known for her best-selling memoir, *The Glass Castle*, which details her life growing up in extreme poverty and her emergence from it. Named by Amazon as one of the top 10 books of the decade, her inspiring story was brought to the big screen in one of the most highly-anticipated major motion pictures of the year starring

Woody Harrelson, Naomi Watts, and Brie Larson as Jeannette. Her most recent book is titled *Hang the Moon*.

On stage, Jeannette takes audiences inside her resilient journey in pursuit of authenticity, revealing the power of courage and determination in overcoming unimaginable obstacles. Audiences are captivated as she reveals bittersweet anecdotes from her past that often exemplify grander truths about courage and the positive rewards that come from confronting challenges. With an unforgettable story of triumph over unrelenting adversity, Jeannette inspires the realization that we are all stronger than we think.

Scotty McCreery FEATURED ENTERTAINMENT



Scotty McCreery launched his recording career by making history in 2011 as both the first country artist, and the youngest male artist of any genre, to debut his first studio album, *Clear as Day*, at No. 1 on the all-genre *Billboard* Top 200 Albums chart. He won the 10th season of *American Idol* in 2011 and was named the ACM New Artist of the Year.

The North Carolina native achieved new heights by earning three No. 1 hits from the album *Seasons Change*, the RIAA Gold-certified project which debuted at No. 1 on the *Billboard* Country Album chart: the RIAA Double Platinum-certified "Five More Minutes," the RIAA Platinum-certified "This Is It," which stayed at the top of the charts for two weeks, and RIAA Gold-certified "In Between." McCreery co-wrote all 11 songs on *Seasons Change*, which Rolling Stone named as one of the "40 Best Country and Americana Albums of 2018."

Four of his albums have debuted at No. 1 on a *Billboard* Albums chart, with current combined sales surpassing four million copies. His current album, *Same Truck*, contains his popular singles "You Time," "Damn Strait," and "It Matters to Her." McCreery co-wrote 10 of the 12 songs on *Same Truck*.

4 **AGPNEWS** Winter 2023

Candidates Nominated for AGP's Board of Directors

AREA 1 - MANAGER

IOWA (UNOPPOSED)

AREA 3 - PRODUCER

ILLINOIS, KANSAS, MISSOURI, NEBRASKA, ALL OTHERS (UNOPPOSED)



Larry Oltjen Seneca, KS Incumbent



Rob Jacobs Rock Valley, IA Incumbent

Rob Jacobs currently serves as the CEO of Cooperative Farmers Elevator (CFE) in Rock Valley, IA, a position he has held for eight years. Prior to CFE, Rob was the General Manager of Cooperative Elevator Association in Ocheyedan, IA for 12 years. He graduated from Iowa Lakes Community College in Emmetsburg, IA with an Ag Business degree. Rob was elected to the AGP Board of Directors in 2021.

Rob has served on numerous agricultural-related boards, including as a Director for Associated Benefits Corporation, Director and past President of United Services Association, past member and President of Cooperative Credit Company Board. past member of the Land O'Lakes Feed Advisory Board, and past member of the Farm Credit Services Advisory Board. Rob is also an advisor of curriculum for Northwest Iowa Community College.

Rob's community service includes Director of St. Joseph Parish, President St. Joseph Finance Committee. Vice Chair Hartley Economic Development, and 13 years as a volunteer on the Hartley Fire Department. Rob and his wife, Geri, have three daughters and four grandchildren.

Larry Oltjen is a member of Ag Partners Cooperative, Inc. in Hiawatha, KS. He has 42 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

Larry farms 5,000 acres in partnership with his wife, Marty, and son, Michael, near Robinson, KS, 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 Sovbean Association, the National Corn Growers Association, the Kansas Farm Bureau, and other producer associations.

Larry is the Board Chairman of the Upper Wolf Lutheran Church in Robinson. Larry and Marty have two children.

AREA 2 - PRODUCER

MINNESOTA, NORTH DAKOTA, SOUTH DAKOTA, WISCONSIN



Burbank, SD



Tim Nagler Holloway, MN

Jason Johnke serves as President on the Board of Directors of Southeast Farmers Coop in Burbank, SD, a position he has held for the last 10 years. He was previously Board Secretary for five

Jason farms 3,000 acres near Centerville, SD, growing corn, sovbeans, and alfalfa. He also operates a 600 head cattle feedlot. He is a graduate of South Dakota State University with a degree in Animal Science. Jason has also completed training courses with the South Dakota Association of Cooperatives and CHS's New Leaders Forum.

Jason's community service includes Treasurer of the Delaware Township Board for 27 years.

Tim Nagler farms 1,800 acres near Danvers, MN, raising corn and soybeans. He also runs a small cow/calf operation. Tim served on the Western Consolidated Cooperative Board of Directors in Holloway, MN from 2011 through 2023, when he reached his 12year term limit. Tim held the position of Chairman from 2019 to 2023 and as Vice Chairman prior to that.

Tim earned his B.S. degree in General Agriculture with minors in Agronomy, Ag Business, and Ag Marketing from South Dakota State University.

In his community, Tim serves as Chief of Danvers Fire and EMS, Chairman of Six Mile Grove Township, President of the Benson FFA Alumni Board, and as a member of the finance committee for the Church of the Visitation. He and his wife. Erin, have three children, Grace (15), Aubrey (12), and Graham (8)

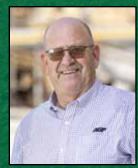
All Board positions are for three-year terms

All Board positions are for three-year terms

AGP Welcomes Filipino Trade Team



The Wilsons, along with representatives from AGP and the lowa Soybean Association, pose for a photo after harvesting a few rows.



Lowell Wilson AGP Board Chairman Primghar, IA

As part of their visit to the United States, a trade team from the Philippines spent an afternoon at the farm of AGP Board Chairman Lowell Wilson and his wife, Eunice. Lowell has served on the AGP Board of Directors since 1985. The Wilsons farm over 2,800 acres in Primghar, IA where they raise corn and soybeans and custom finish hogs.

"Visits like this are a lot of fun. Many foreign customers have never been to the United States or stepped foot on an actual soybean field," Wilson said. "I enjoy educating them about what we do as farmers. They even got a chance to participate in harvest by riding a combine. Everyone wants a story with their food. The more educated someone is, the more there is a connection to it."

After the farm tour, the Filipino delegation visited AGP operations in Eagle Grove, IA and the Port of Grays Harbor in Aberdeen, WA. They also met with multiple state soybean check-off representatives.

"With the soybean crush expansion upon us, it is great to introduce customers to our AGP team and our member-owners," said Craig Pietig, AGP Vice President of Ag Products. "We want them to leave with an understanding of the soybean production process and the role AGP's facilities play."







Top upper-left: The trade team, which included about 30 people, learned how soybeans from the U.S. help support international markets. Top bottomleft: Some visitors to the farm got a quick lesson on how to combine soybeans. Top right: Chairman Wilson shows visitors some farm equipment. Bottom: The trade mission also included a stop at the Port of Grays Harbor where the group saw new construction underway at Terminal 2.



INDUSTRY EVENTS -

Farm Service Cooperative in Harlan, IA named Nick Schechinger as General Manager, succeeding Kevin Rugaard. Nick was previously the coop's Agronomy Division Manager.

- Evan Wielenga was selected as the new General Manager at Hull Cooperative Association in Hull, IA. He succeeds Ed Westra who retired after 41 years with the coop. Evan joined Hull Coop in 1999 as an agronomist and became Assistant Manager in 2018.
- Farmers Cooperative Elevator Company in Hanley Falls, MN announced the selection of Kevin Doppenberg as the coop's new General Manager/CEO. Kevin was previously the Director of Sales and Marketing for a livestock feed company in Iowa.
- Hunter Grain Company in Hunter, ND merged with Clifford Farmers Cooperative in Clifford, ND (non-member) on December 1, 2023. Steve Baldock is the General Manager. Scott Murch, General Manager at Hunter Grain, is the Assistant Manager.

Wager & Frields Announce Retirements



Jon Wager, AGP Merchandising Manager in Dawson, MN, retired in December after almost 39 years with the Company. Jon started at AGP in 1985 as a Merchandiser at the Dawson, MN facility, where he stayed for his entire career. He was promoted to Merchandising Manager in 2019.



Kerry Frields, AGP Senior Merchandiser in Eagle Grove, IA, retired in December after more than 31 years with the Company. Kerry began his AGP career in 1992. He worked in operations at AGP facilities in: Sheldon, IA; Mason City, IA; and Dawson, MN. While in Dawson, Kerry shifted over to merchandising and

also worked in that capacity in Emmetsburg, IA and Eagle Grove. Kerry was promoted to Senior Merchandiser in 2019.

Chuck Schafer Inducted into Iowa Cooperative Hall of Fame



Hall of Fame inductee Chuck Schafer and his wife, Sherri, are congratulated by current and former AGP Board members and AGP management.

In November, the annual meeting of the Iowa Institute for Cooperatives (IIC) was held at Iowa State University in Ames. Chuck Schafer, formerly of AGP's Board of Directors, was the latest inductee into the Iowa Cooperative Hall of Fame. Chuck worked for cooperatives in northern Iowa for over 40 years, including 33 years as General Manager at North Iowa Cooperative in Thornton, IA. Chuck was elected to AGP's Board of Directors in 2010 and served for 13 years until his

Promoting AminoPlus®



AGP employees attended the 2023 World Dairy Expo in Madison, WI this past fall. The event 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: Alex Hines, AGP Senior Merchandiser; Ramsey Nielsen, AGP Merchandiser; and Alli Schmidt, AGP Merchandiser.

AGP Attends SDSA AgOutlook



In December, the 19th annual AgOutlook Trade Show and Conference was hosted by the South Dakota Soybean Association in Sioux Falls, SD. AgOutlook was developed to facilitate networking between leaders in ag business and area farmers. The show drew over 500 attendees wanting to learn about the newest developments in technology, weather, and marketing. Pictured above: Kyle German, AGP Merchandiser, and Matt Smith, AGP Merchandising Manager, talk with two South Dakota farmers.



Ron Velder, retired CEO of Farmers Cooperative in Dorchester, NE. was an inductee into the Nebraska Cooperative Council Hall of Fame at their November annual meeting. Ron started at Farmers Cooperative in 1973. He became CEO in 1994, and held the position until his retirement in 2019. Mark Sandeen (right), AGP Chief Marketing Officer, was in attendance and congratulated Ron on his years of coop service.

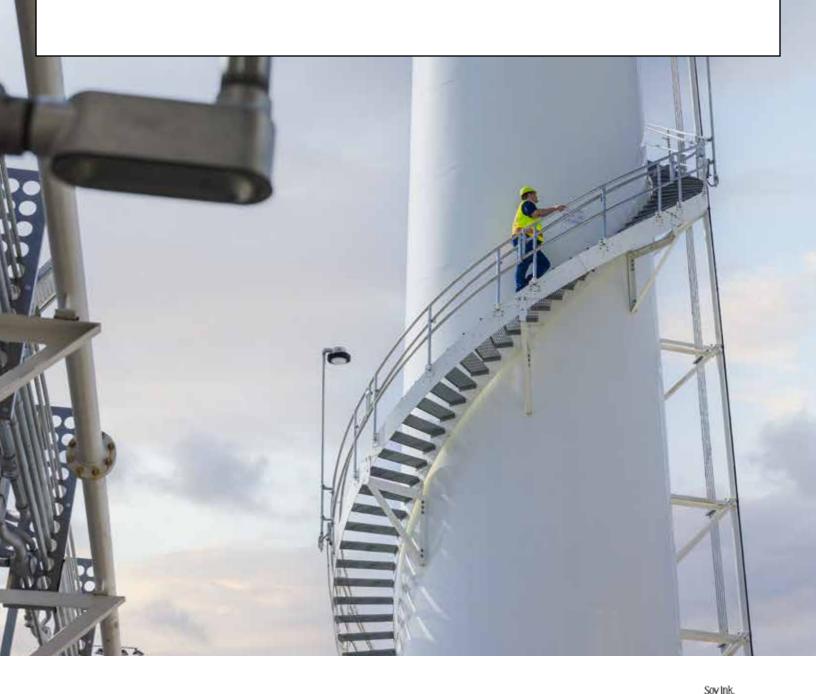




12700 West Dodge Road P.O. Box 2047 Omaha, NE 68103-2047

RETURN SERVICE REQUESTED

PRESORT FIRST CLASS US POSTAGE PAID OMAHA NE PERMIT NO 1479





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

