



ALIVIA MCINTOSH
by Dana McIntosh
2018 Photo Contest Winner

YOUR PARTNER  **in the FIELD!**

www.newcoop.com

JANUARY 2019





**A RECENTLY
APPROVED
GRAIN
EXPANSION
FOR BLENCOE
WILL IMPROVE
STORAGE,
HANDLING AND
GRAIN DRYING.**

Harvest has finally wrapped up across our territory and although very short, the fall ammonia season is complete. We can look back at a year full of challenges and great accomplishments for your cooperative. Last fiscal year, \$18.25 million dollars in cash was returned to the membership, the second highest in the company's history. Local earnings were \$18.5 million, down slightly from the prior year. These figures demonstrate the strength our multiple divisions bring to the table, and shows the value of doing business with a company you own.

Balancing and maintaining an earnings level in this challenging environment is what this company works towards when allocating capital and planning our strategic direction. Capital additions this past year were \$39 million dollars consisting of six grain projects, the Rowan Feed Mill, and rolling stock upgrades. Looking forward, your Board has already started on next year's capital expenditure plans and recently approved a major grain expansion for our Blencoe location. This large hub location has needed a strategic plan to improve storage, handling, and grain drying for a long time. After many months of work, we have begun the process to address all three of these deficiencies. Starting soon, work will begin on a new 750K bushel concrete silo, an additional 20K bushel-per-hour of grain receiving capacity with a large pit, and a 6,000 bushel-per-hour dryer. These additions will certainly be a dramatic improvement for producers delivering into this location. Our desired outcome is to simply get our farmers in and out of the facility and back to the field faster. Although this is a very large project, the goal is to have it completed and ready for next fall as you begin the planning and marketing steps for next year's crop. Look for continued updates as this project progresses!

NEW's feed business finished last fiscal year with another 20% increase in tons manufactured over the previous fiscal year, attributable to the Rowan Feed Mill coming on-line this past summer. Today, our six feed mills utilize the equivalent of all the acres of grain planted in Webster and Calhoun counties! This large market for our member's grain plays a key role in our marketing efforts today. We expect additional continued growth this coming year with all of our feed mills approaching capacity.

The management staff and Board of Directors at NEW are tasked with positioning this company to be a survivor. With the annual meeting behind us and last year in the books, I wish to thank all our members for your support this past year which was the key to making NEW successful. Record volumes were set in fertilizer tons marketed, seed units sold, grain bushels marketed, and feed tons produced. Our members' support is the fuel that keeps this company growing, investing in the future, and retaining the best people. We work every day to earn your business, your trust and to protect your equity in this organization. From all of us at NEW Cooperative and our Board, we look forward to working with you in 2019!

DAN DIX | *General Manager*

PICTURED RIGHT
Ground work for additional warehouse space and liquid fertilizer storage has begun at the Cooper location.



GRAIN MARKETING OPPORTUNITIES

NEW Cooperative Offers a Variety of Grain Contracts to Best Suit the Needs of Your Farming Operation.

A side by side comparison of the contracts available from NEW Cooperative.

	Origination Fee	Minimum Bushels	Cash Price is Fixed	Basis is Fixed	Futures are Fixed	Can Receive Advance	Contracted at Fort Dodge Only	Bushels must be in the Elevator	Subject to Futures Risk	Subject to Basis Risk
CASH			X	X	X			X		
FORWARD CASH			X	X	X					
BASIS TO ARRIVE				X			X		X	
EXTENDED PRICING				X		X		X	X	
HEDGE TO ARRIVE	\$.02	1,000			X					X
OFFER										
ACCUMULATOR		5,000					X		X	X
FLEX BONUS/PREM OFFER		5,000					X		X	X

As your partner in the field, the NEW Cooperative grain department can work with you to determine which grain contract would be a good fit for you and your operation. Use this chart to help you decide which contract may be best for you.

Commodity trading involves financial risk, and NEW Cooperative assumes no liability in the event any person uses or relies upon the information on this document for the purpose of dealing in commodities or other investments. Further, claims of past performance are not necessarily indicative of future results. Neither the information on this sheet or website, nor any opinion expressed hereupon, constitutes a solicitation to buy or sell any derivative, futures contract or option.

This document and all information contained in it is provided "as is" and without representations or warranties of any kind, either express or implied.

MARKETING YOUR GRAIN

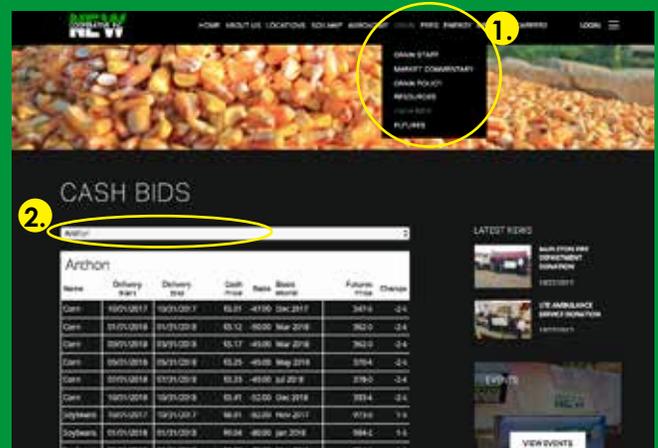
December futures are at \$4.04, but I really want \$4.10 and I am not ready to lock in my basis level
I can use a...HEDGE TO ARRIVE OFFER

I like the current futures price but I think basis will improve in the future.
I can use a...HEDGE TO ARRIVE CONTRACT

I want to take advantage of the current basis level, but futures have not achieved my goal.
I can use a...BASIS CONTRACT

I need the cash now and I want to stop storage cost, but I am not ready to set a price yet.
I can use a...EXTENDED PRICE CONTRACT

View Bids Online at www.newcoop.com



1. Select Cash Bids under GRAIN Tab.
2. Select Your Location.

AGRONOMY

This 2018 growing season was one for the record books. Growers struggled to get the crops planted this spring due to wet conditions. Delayed planting turned into delayed post chemical applications along with delayed side-dress nitrogen applications that were much needed. When July arrived the weather changed, the rain shut off and drought came to mind from past years growing seasons. However, as we all know, this August was one of the wettest on record. We harvested the crop through wet conditions just like we started the year off, with the majority of the work being done from long hours. All of the crops are now safely harvested and stored away ready for market opportunities.

With the 2018 season now behind us, we look back to evaluate our yield report cards and they were all over the board this season. Some growers had the best crops they have harvested in many years and some experiencing the worst. We must remember that Mother Nature is the driving force behind all of this. Field geography, soil types, and tile all had a big play in yields and performance this year. With the yields being such a mixed result, it makes planning for the 2019 season a difficult task.

2019 preparation and crop planning is off and running. NEW Cooperative's early seed programs continue to be the best programs available. A record amount of seed corn and seed beans were sold during the months of September and October.

As fall harvest was delayed it pushed back our fall fertilizer application for the 2019 crops. The dedication from our application team and the long hours they endured allowed us to catch up on dry fertilizer, lime, and Nhance-S applications. Amazingly enough, as of December 1st, we had 184,260 tons equating to 7,370 semi-loads on the ground. This is the same amount that we applied in the fall of 2017, even with the short application window from the weather. Unfortunately, the fall ammonia season was cut way too short. Unlike normal years with weeks to apply, this year we had just days and hours to apply ammonia. NEW Cooperative ran many long hours during that short window of time to get 30% of fall NH₃ completed. As we look forward to the spring of 2019, we will be faced with difficult decisions around nitrogen sources, application practices, and how to handle the remaining workload from fall now pushed to spring.

NEW Cooperative looks forward to working with you for your seed, fertilizer, and chemical needs. Contact your local agronomy sales specialist today to make plans for the 2019 growing season.

SHAN JAESCHKE | *Agronomy Manager*

PLOT DATA NOW AVAILABLE

This year proved to be a tough one for plot averages and consistent data. Many replicated entries in our plots faced large yield swings due to mother nature throughout the growing season from differences in soil characteristics. Please refer to our website (www.newcoop.com) for the complete plot data of over fifty plots within our territory.



NEW Cooperative Precision Ag is a full-service agronomic provider that supplies precision agriculture solutions through services, sales and support to customers looking to add value to their farming operation. The products and services available assist farmers in gaining insight into their fields to improve management decisions. All the services and solutions offered by NEW Cooperative are customized and tailored for each farmer's individual needs to best fit their specific farming objectives.

Watch the NCiS channel at your location for more information regarding the Precision Ag Spring Grower Clinics to be held in February.

HARDWARE



NEW from AG LEADER
7500 GPS Base



Copperhead Closing
Wheels



Precision Planting
20/20 Monitor



Digifarm RTK Signal



PLANTER METER CALIBRATION

Now is the time to start planning for your meter calibration. We offer FREE on-the-farm pick up. Contact one of the hardware team members today to schedule.



We welcome these individuals to their NEW roles in the Agronomy Department.



TIM HOCK
Clare
Agronomy Sales
Specialist



KNUTE SEVERSON
Rowan
Agronomy Sales
Specialist



NICK KELLNER
Bode
Agronomy Sales
Specialist



ALEC HOLMGAARD
LuVerne
Agronomy Sales
Specialist



ALEX KLEIN
Blencoe
Agronomy Sales
Specialist



SCOTT SCHILTZ
Ute
Agronomy Sales
Specialist

ANNUAL MEETING



Check and Ham Disbursement



Dan Dix, General Manager



2018-2019 Scholarship Winners



Chad Pregracke, Speaker



NEW
COOPERATIVE INC.
NEW

PHOTO CONTEST

Thank you to all who entered!

winners



◀ **FIRST PLACE**
DANA MCINTOSH
Alivia McIntosh

▼ **SECOND PLACE**
BRYLEE ALLIGER
Friday Night Lights



◀ **THIRD PLACE**
KELSEY BAUMHOVER
If Heaven Wasn't So Far Away



FEED DELIVERY
by Kenny Steele
2018 Photo Contest Entry

hams for hunger

*Field to Field. Hand to Hand.
Fighting Hunger in the Heartland*



In it's second year, the NEW Cooperative Hams for Hunger event took place on Tuesday, December 11th. NEW Cooperative employees along with the Fort Dodge Fire Department distributed 1200 hams to local families in need. In the days following, an additional 800 hams were distributed to Wright County UDMO, Hamilton County UDMO, Humboldt Food Pantry, Beacon of Hope, Pocahontas County UDMO, Community Concern in Carroll, New Opportunities in Calhoun County, West Central Development in Onawa, Hornick Food Bank, Spirit of Dows Food Pantry, Community Basket in Merville, Mapleton Food Pantry, Humboldt Public Health, Gilmore City-Bradgate School, and the Humboldt St. Mary's School.



This little girl was excited to see Santa (aka Dennis Knight).



LEFT: Tonya Johnson, Chris Kellner and a member of the Fire Department managing lane two.



BELOW: Shannon Keller and Dan Schmauss are busy in lane four.



One of four NEW Cooperative pickups full of hams. Pictured is Terry Panbecker, Becky Carmen and Les Langfitt.



Members of the Fort Dodge Fire Department joined the NEW team to help hand out hams.

ENERGY MARKETING UPDATE



With harvest just completed it is time to turn attention to the spring planting season and what it will bring. As of this writing, crude oil, diesel fuel and gasoline prices have dramatically come off their highs set back in October due to increased energy inventories. Currently geo-political news is front and center: United States sanctions on Iran, the recent G-20 summit where the United States and China agreed to a ninety day cooling off period to see if a trade agreement can be negotiated and OPEC + Russia trying to cut oil production once again with a meeting held on December 6, 2018. With all this going on in the world there is an opportunity to lock in some decent pricing for spring for planting and maybe next fall for harvest.

NEW Cooperative is offering forward contracting for refined fuels and propane. We have available, fully prepaid contracts and fixed price contracts with a deposit down with flexible delivery periods. Also, we offer competitive pricing on transport loads.

For all your spring and next fall energy needs, please contact us at any Region 5 location or the Lidderdale location. We at NEW Cooperative are looking forward to meeting your energy needs and we THANK YOU for your business.

DALE HOLLIBAUGH | Energy Marketing / Risk Manager

NEW COOPERATIVE
RETIREMENT CONGRATULATIONS
in honor of

We wish our 4th quarter retirees the best and thank them for their dedication to NEW Cooperative.

Mike Goodrich, Hornick
John Gibson, Blencoe
Brad Walker, Blencoe
Larry Burnham, Pierson
Eric Thomas, Sloan
Craig Larson, Vincent
Art Moeller, Fort Dodge
Carol McElroy, Duncombe

REGION FIVE UPDATE



Hornick Location, September 2018

As I settle into my role as the Region Five Manager, I will continue to get out and meet our members and listen to suggestions on how we can better serve and positively impact your return on investments. My goal is to increase efficiencies in our region that will benefit both our growers and your company.

It is truly an amazing time of the year, one in which we take time to reflect and enjoy the spirit of the season. This has been a year of both ups and downs and probably one of the longest harvest seasons in many years. This harvest was plagued by overly wet conditions that brought not only delays but suboptimal grain quality after being subjected to an extended period of wet conditions. I cannot say enough about how well the employees performed, on a daily basis, to ensure that we met our producer's harvest needs.

Last summer, in order to maximize our rail capabilities in Sloan, we added an additional scale to address the volume of grain at this location. This addition helped with traffic flow and reduced congestion at the scale this harvest.

In preparation for the 2019 growing season, we are excited to announce that we will be making some additions to the Blencoe location. After the first of the year, we will be breaking ground on a 750,000-bushel concrete silo, a 6,000 bushel per hour dryer, and additional receiving capacity of 20,000 bushels bringing it to 40,000 bushels per hour. With these additions, we will increase our storage capacity and receiving efficiencies at the Blencoe facility. As we look to future projects, our focus continues to be on our valued patrons.

NEW Cooperative is YOUR PARTNER in the FIELD and please feel free to reach out to our location managers, sales team or me with any questions. We are here to help you be successful in your operation. Thank you for your past and future business and have a safe new year.

JARED EHRP | *Region Five Manager*

REGIONAL MANAGERS



DAN SCHMAUSS
Region One



DOUG YETMAR
Region Two



ROD BRANT
Region Three



CHRIS BLAIR
Region Four



JARED ERHP
Region Five

NEW COOPERATIVE FOUNDATION



Palmer, IA - October 17, 2018 Gary Moritz, NEW Cooperative's Communications Director representing the NEW Cooperative Foundation along with Land O' Lakes Foundation presented checks to April Franke, Committee Member of Palmer Hometown Pride in the total amount of \$2,000.

The NEW Cooperative Foundation is pleased to present a donation to the Palmer Hometown Pride to help with funding for renovating the restrooms of the Palmer Community Center. Palmer Hometown Pride is part of the Keep Iowa Beautiful program with the mission to assist and improve their community. Phase one of the project will begin with renovating the women's restrooms to make them more accessible and ADA Compliant. The Community Center is the only venue in the town of Palmer for large gatherings by completing this project the Community Center will be welcoming to all people of all abilities.

NOW ACCEPTING APPLICATIONS FOR THE NEW COOPERATIVE AG SCHOLARSHIP 2019-2020 ACADEMIC YEAR



NEW Cooperative Foundation awards a minimum of five \$2,000 one-year scholarships yearly to local students intending a career in agriculture while attending college full-time. An applicant should be a member of NEW Cooperative or the dependent of a NEW Cooperative member or full-time employee.

A student who has been accepted to an accredited four-year agricultural program or a two-year transferable agricultural program may submit an application. High school seniors as well as college freshmen, sophomores, or juniors are eligible to apply. Recipients are chosen by an independent selection committee.

For application visit:
www.newcoop.com/scholarships

Application deadline is
March 1, 2019.



Humboldt, IA - October 5, 2018 The NEW Cooperative Foundation presented donation checks to the Humboldt Recreation Center. A \$5,000 check from NEW Cooperative's Foundation along with a matching funds check from Land O'Lakes Foundation in the amount of \$5,000 were presented. The \$10,000 in funds will help equip the new facility, which will be used by many generations for years to come. The 70,000 square foot Humboldt Recreation Center will open in December, 2018.

Pictured from left to right are: Joe Bohan of NEW Cooperative, Jeff Bowden, NEW Cooperative Location Manager in Humboldt; Roger Nelson, NEW Cooperative Board Member; Dan Dix, General Manager of NEW Cooperative; Ken and Marilyn Nielsen, Tony Nielson, Tyler Nielsen and Gary Moritz of NEW Cooperative.



2626 1st Ave South
Fort Dodge, IA 50501
RETURN POSTAGE REQUESTED



FARMER RESEARCH *Tour*

REGISTER NOW!

FEB. 5 *Storm Lake* **FEB. 7** *Ames* **FEB. 12** *Cedar Rapids*

NEW Cooperative members will be able to register for the event at no-charge by simply using the code – ACWA.

Register on-line at www.iasoybeans.com.

✓ ELECTION RESULTS

The following board representatives were voted upon with the winners announced at the 2018 Annual Meeting. The following were selected to represent their district for a three-year term.

District 2: Troy Melohn

District 2: Roger Nelson

District 3: Roger Coon

District 4: Tim Carlson

YOUR PARTNER IN THE FIELD | SERVING THESE IOWA COMMUNITIES

Anthon	Bode	Dows	Humboldt	Lidderdale	Otho	Roelyn	Vincent
Badger	Clare	Duncombe	Knierim	Lohrville	Palmer	Rowan	Washta
Barnum	Coon Rapids	Fort Dodge	Knoke	LuVerne	Pierson	Sloan	Whiting
Blairsburg	Cooper	Glidden	Lanesboro	Mapleton	Pomeroy	Turin	Woolstock
Blencoe	Correctionville	Hornick	Lanyon	Onawa	Rands	Ute	