

DIRECTIONS

NEW COOPERATIVE MEMBER NEWSLETTER

JUNE 2022



**FARMER FOCUSED.
MEMBER DRIVEN.**

Everly, Iowa

GENERAL MANAGERS REPORT

Dan Dix, General Manager



With the seed in the ground, and an enormous volume of crop inputs applied in a very short window of time, the crop is now off to a good start across our territory! Now our focus shifts to summer agronomy services and application activities as well as preparing our facilities for the upcoming harvest.

NEW handled a record amount of grain this past year, using all four of our market outlets to move this huge crop through our facilities. Rail loadings are higher this year and one location in particular has met this challenge with a dedicated employee team. As of the end of April, Sloan has loaded thirty-seven 110-car shuttle trains and will continue to load six trains a month through the end of summer. By the end of our fiscal year, this location will have loaded approximately sixty-one trains and a remarkable 26.5 million bushels of grain. Thank you to the Sloan employee team for such an accomplishment and all your efforts towards NEW's success. Grain also continues to move out by barge, truck, and through our nine feed mills. Our ninth mill in Cooper is nearing completion and will begin producing feed in the coming weeks. We look forward to supplying the feed demand in and around Green County. Thank you to the grain and feed customers in the area that made this project possible. An open house is planned for August to show off this new facility.

Activities at the Port of Blencoe continue to increase, despite low water levels on the Missouri. Northbound barges of fertilizer are unloaded and then reloaded full of grain, DDG's, scrap metal, or soybean meal for the return trip back to Saint Louis or the Gulf. We continue to investigate other opportunities to bring value to our membership with this incredible asset. This spring, NEW chartered its own boat and is internally directing barge traffic up and down the river, not only for our own products, but also for other companies needing barges moved. A new hard-surface road to the Port from I-29 is currently under construction as well as a new office and scale for truck traffic in and out of the Port. Once completed later this summer, the speed and efficiency of bringing product into and out of the Port will increase greatly.



GENERAL MANAGERS REPORT

Continued

Other construction projects currently underway include a new agronomy warehouse in Everly, a large dry fertilizer warehouse in Cooper, and a 1.2-million-bushel grain storage expansion in Lanyon. With building costs experiencing the most rapid increases in decades, it is quite fortunate that NEW has made \$387 million in investments over the last ten years. If not for those prior investments back into our facilities, catching up today would be extremely costly and nearly impossible to achieve. With increased costs of capital and construction lead times, not to mention the ongoing costs associated with simply maintaining our current sixty facilities, undertaking new projects is more difficult. To justify investing in a new project at today's construction costs, it takes a higher level of scrutiny and greater confidence that the project has a truly reasonable financial return and truly increases the level of service to meet the needs of our member-owners. While new growth opportunities continue to present themselves, we must be prudent with our investment dollars as we navigate these uncharted waters.

Coming soon, NEW Cooperative customers who use Connection Central, or the NEW Connect app, will notice a change when logging in to their account. A new multi-factor authentication security enhancement will be implemented as part of our ongoing efforts to provide the most secure connection when doing business electronically with NEW. This security enhancement will resemble what many of you already experience with your on-line banking today. When implemented, users logging into the Connection Central customer portal, or the NEW Connect mobile app, will be prompted for a passcode. Users will be able to receive the passcode through either a phone call or a text message. This passcode verifies the user requesting access and is required to complete the login process. Users of Connection Central or the NEW Connect app should take a moment to verify that phone number and contact information for your account(s) is correct. Multi-factor authentication will help ensure that it is truly you requesting to transact business and give you confidence that your account information is safe.

To our member-owners, thank you for the support you show this organization everyday through the business you do. A thank you must also be extended to our employees, the best team in the business. Without your commitment to our organization and its member-owners none of this would be possible. Despite all our facilities and equipment, the heart of this business is still truly a people business. Thank you all.



AGRONOMY

Shan Jaeschke, Agronomy Manager



First off we would like to say thank you for another successful spring, especially to our new customers and locations in regions 7-9! Hopefully everyone had a positive experience with the first planting season after the merger and we look forward to many more. As we expand NEW's footprint in Iowa, we also expand our abilities to share equipment, facilities and resources to better serve you our owner members. Having the ability to move equipment around greatly improves efficiency, not only on the balance sheet, but it gives you the opportunity to benefit when your area needs the additional resources that another region may be long.

Spring 2022 started off on a cold note, but we moved back to more 'normal' Iowa spring weather than 2020 & 21.; whatever normal is anymore. Most of our area received decent rainfall to recharge soils after the past two years of drought. Even though temperatures were below normal, we warmed up quickly and during the beginning of June our heat units caught up to a normal yearly average for most of the area.

The rains that arrived after planting showed us the importance yet again of pre-emerge crop protection. Controlling weeds before they emerge not only protects yield, but if post corn and bean applications slow or get delayed due to weather, that added control gives you more freedom to deal with rainy or windy Iowa springs. Most university studies of crop protection picked an arbitrary number of 5% as a benchmark of un-acceptable yield loss from weeds. Most of these studies are also decades old. With today's yields and commodity prices, a 5% loss of 220 bu corn is 11 bushels. Near record commodity prices can equate that to over \$70/ acre. A huge loss that more than makes up for the crop protection herbicide program.

Moving into July its time to consider fungicide and insecticide applications for crop protection. Every year, new research and development goes into fungicide formulation. 10-15 years ago when fungicide applications became more widely used, we had basically two groups to choose from. The group 11 Strobilurins or "Strobies" and the Group 3 Triazoles. Most of the products on the market were stand alone varieties of one or the other. Slowly companies began marketing blends or mixes of the two modes of action. Just like in herbicides multiple modes of action mean better control, and today there are offerings of a third group 7 fungicide, The SDHI's. Today products like Delaro Complete, Miravis Neo and Revytek offer the best protection for your growing crop, overlapping 3 Modes of Action to protect and defend your yields. NEW Cooperative partners with and secures aerial applicators during the winter months to deliver these new and improving fungicide products to your fields. Having the ability to lock down planes and pilots, as well as aviation fuel ahead of time helps us keep your costs in line and provide timely service.



AGRONOMY

Continued

2020 Corn Yield by Fungicide

Product	Yield
Veltyma	229.34
Quilt	198.43
Trivapro	198.24
None	197.79

*The data for these trials are provided by NEW Cooperative grower trials. Fungicide manufacturers provided growers complimentary product for research purposes. The results shown here are from those manufacturer-specific trials.

2020 Corn on Corn Fungicide

Product	Avg. Yield
Headline AMP	195.24
Delaro	193.49
Trivapro	191.57
Veltyma	187.08
None	176.04

2 year average of 12 bu/ac advantage

*2020 data shown above due to similar weather patterns in 2022.

Data for Fungicide 2019-2021	No Fungicide	Fungicide
	Yield	Yield
Corn	206.0	211.9
Corn on Corn	188.6	202.2
Soybeans	61.0	63.5

Movement of products throughout your cooperative also show the benefit of sharing amongst the Agronomy Sales Team. Potential shortages of products on the market has opened up a wide array of new name brands to our facilities. Inventory management is also critical as there is little margin for overrun or excess product. Your NEW Cooperative Agronomy sales team values your continued business and we work many long hours to make sure you get the products you need, WHEN you need them. Sometimes that involves transporting inventory from locations as far from each other as Coon Rapids to Superior to meet your needs, but our goal is to service our loyal customers. Our farmer owners.

REMINDER! In order to allow timely documentation and follow up of a crop protection product performance issue, the last day to notify NEW regarding a pre-emerge, or post applied crop protection product issue is **AUGUST 10, 2022.**



RECEIVE AGRONOMIC CROP UPDATES VIA EMAIL!
Sign-up today by emailing Holly Reicks, NEW Cooperative Communications Specialist at hreicks@newcoop.com

NEW COOPERATIVE

Ag Leader® Precision Hardware & Services

360 YIELD SAVER

REDUCES SHELLING

Cushions the force of impact when ears hit the deck plates capturing more kernels

INCREASE CAPTURE

Eliminates the gap between the deck plates and collects the loose kernels

SAVES THE SMALL EARS

That would fall through the deck plates



360 CHAINROLL

RESIDUE MANAGEMENT

Speeds Residue breakdown by 2 to 3 times over standard stalk rolls

NUTRIENT AVAILABILITY

Increases nutrient release in corn residue to feed the next year's crop

INCREASES EAR COUNT

Sizes residue in pieces four to eight inches long. The ideal length for row cleaners to clear a path for disk openers

360 BULLET

MAXIMUM FRACTURE

360 Bullet shatters the soil profile from shank to shank, leaving an even sub-soil profile

ELIMINATE DENSITY CHANGES

360 Bullet helps water movement throughout the soil profile by increasing fracturing across your soil profile, which benefits soil infiltration and capillary action.



HEADSIGHT HARVESTING SOLUTIONS



We can provide row guidance through TruSight 2 Advanced Guidance system paired with row feeler arms

Works with several types of auto steering systems

When it comes time for harvest, InCommand Display with AgFiniti connects your whole operation – across displays, devices and machines. Growers know live field progress including maps and stats showing yield, moisture, the location of each machine and when it is time to unload.

YIELD MONITOR

Besides yield and moisture you can easily see the areas of yield ranges in the field, load background maps of planted varieties to track performance, the effectiveness of an application trial or soil type.

CARTACE:

CartACE uses Ag Leader autosteer technology already within the operation to simplify the grain cart operators job. When it's time to unload, the grain cart operator engages with the press of a button and automatically steers on a line directly under the combine's auger.

AGFINITI



Precision Planting® YieldSense

YieldSense is a yield monitoring system that provides easy calibration and spatial accuracy throughout harvest so that you can trust your data to make accurate decisions. YieldSense uses a flow sensor location and a specific clean grain elevator chain that allow for continual calibration of the system, so even as grain properties change your accuracy doesn't.

FEED

Paul Fields, Feed Delivery Manager



In our last newsletter, we highlighted the significant amount of our member's corn NEW Cooperative uses to manufacture feed and the team effort it takes to process corn into feed rations. This month, we'll follow the path our member's corn takes from the grain elevator to the delivery truck.

Corn is the main ingredient in feed rations and before that corn is ground, it's first delivered by our members to our grain elevators attached to our 9 feed mills. After receiving the corn, our team conditions and dries it to the right moisture for use in the feed mill. It's easy to overlook the role our grain elevator and mill receiving teams play in keeping corn in condition for quality feed, however their efforts are a vital first step in the process.

Corn is then stored in one of our mills and ground through either a roller mill or hammer mill. The ground corn that will be used for mash is processed through a roller mill to help keep the particle size uniform and consistent. This helps its flowability. Corn used for pelleted feed is processed using hammer mills, to achieve a finer final grind to enhance digestibility of the corn. We must pellet this finer corn to assure it will flow through the farm's feed systems. Pellets have an upcharge for the processing cost, which the grower is looking for the increased digestibility of the corn to offset this cost and make the pig perform better. Therefore, whether we deliver mash or pelleted feed depends on the grower's feed delivery system, genetics of the animal and economic preferences of the customer.

NEW manufactures both medicated and non-medicated rations for our customers. Each day we make from 5 to 35 different rations out of each mill and thus feed sequencing is an important part of our operations. Each mill follows strict protocols to ensure that all traces of medications are removed in our manufacturing, loadout, and transportation systems before making non-medicated feed. We refer to this as the "game within the game." Our talented manufacturing team excels at managing this important process.

Throughout the feed manufacturing process, the lead operators at each mill will build the truck delivery schedule following all the precautions I mentioned above. Once the schedules are built, I help our teams ensure they have the needed truck power to get it delivered on schedule.

The key to NEW's success in the feed industry is our tremendous employee team. The synchronization of teamwork is vital to our success. At any one time, our team is receiving grain and ingredients, grinding corn, manufacturing mash and pellet feed and loading out feed for delivery all at the same time. Each day, there are multiple operations going on at the same time.

Thank you to our teams for your hard work to get feed manufactured and delivered!



ENERGY

Chad Besch, Energy Manager



Elevated prices for diesel fuel continue to be top of mind in the energy markets for our members. In late May we began hearing concerns of diesel fuel rationing on the East Coast of the United States. While that situation has improved, we still can't see into the future, due to the ever-changing global energy picture its difficult to know how fuel pricing and availability will play out.

The only thing worse than high-priced diesel fuel is high-priced diesel fuel you can't get. I'm certainly not forecasting doom, however there is much uncertainty in the energy markets today. This could be a year to keep your tanks full prior to harvest. We try to stock fuel storage tanks for purchase. We encourage you to plan ahead so that we can get tanks installed before harvest.

Summer Fill Diesel & Propane

NEW Cooperative will soon offer our Summer Fill Diesel program. Fill your farm storage tanks in the months of July through September and payment is not due until October 15, 2022. All fuel deliveries are priced the day of delivery.

We will also offer our Summer Fill Propane program for ag use storage tanks, which is perfect for livestock facilities and corn dryer sites. Fill your tanks during the months of July through September and payment is not due until October 15, 2022. Home heat Summer Fill Propane is also offered during the same time with payment due the following month. All Summer Fill Diesel and Propane programs are available to customers and members with qualified credit at NEW.

Consider Scheduled Fuel Delivery

To update our records, soon we will be sending our energy customers a Tank Agreement in the mail. This agreement allows us to document if your fuel deliveries will be on a Will Call or Scheduled Delivery basis. Customers in Region 5 are familiar with this document, and this will be the first time it has been sent to those in Regions 7, 8 & 9.

We encourage all energy customers to choose Scheduled Delivery for your fuel delivery. With Scheduled delivery you don't have to watch your tank or call us to order fuel. We fill your tanks based upon your previous usage with our computer system estimating your fuel consumption and determining when to deliver fuel.

Utilizing scheduled delivery helps us optimize our people and equipment, allowing us to get more fuel delivered in a day. We are doing all we can to keep fuel costs to our members in line. Scheduled Delivery of fuel helps us be as efficient as possible with our delivery costs.

Give us a call to learn more about our risk management programs and how Scheduled Delivery benefits both our members and your cooperative. Thank you for your business!

CONTACT US TODAY!

Lidderdale:

712-822-5211

Hornick:

712-874-3211

Regions 7, 8 & 9:

515-200-1352 or

866-711-7282

NEWfuel@newcoop.com



CAPITAL IMPROVEMENT PROJECTS



New seed warehouse at Lohrville Location is completed!



Construction of agronomy warehouse at Everly Location is underway.



Dry fertilizer building at Cooper Location began construction early Spring.

1.2 million - bushel grain storage expansion in Lanyon.

NEW Foundation Community Support



NEW COOPERATIVE DONATES TO IOWA GARDENING FOR GOOD

Madrid, IA – The NEW Cooperative Foundation is pleased to present a \$2,000 donation to Iowa Gardening for Good located in Madrid, IA. Iowa Gardening for Good mission is to grow nutritious local vegetables to donate to food pantries throughout Central Iowa. Local volunteers such as elementary school classes, families, and corporate groups visit the farm to get meaningful and hands-on agriculture experience.

"This donation will be utilized for inputs such as seeds, fertilizer, and other materials needed to grow the vegetable crop." stated Tracy Blackmer with Iowa Gardening for Good."



NEW COOPERATIVE DONATES TO YOUTH COUGAR CLUB

Manson, IA – The NEW Cooperative Foundation is pleased to present a \$2,500 donation to the Youth Cougar Club located in Manson, IA. Recently, Gary Moritz, NEW Communication Director representing the NEW Cooperative Foundation presented the check to Brandon and Brittany Bush who represents the club.

The contribution will be used for the Youth Sports Complex which is located adjacent to the Manson Area Community Center. The new complex will serve grades K-8 baseball and softball activities as well as youth flag football and soccer.



NEW COOPERATIVE DONATES TO POMEROY FIRE DEPARTMENT

The NEW Cooperative Foundation recently contributed \$5,000 to the Pomeroy Fire Department. The contribution will be used to update equipment.

"Our rescue and quick attack truck serves a dual purpose for us," said Daniel De Vore, Pomeroy Fire Chief. "It is used in field and grass fire mitigation and during rescue operations for vehicular accidents. This upgrade will remove the old utility body and pump, replacing them with a new flat bed, toolboxes, and high-pressure water system. The conversion will make the truck lighter, more agile and disperse water more efficiently."

"NEW Cooperative is happy to support our local communities, enhancing the quality of life where our members, customers, and employees live and raise their families." said Gary Moritz, NEW Cooperative Communication Director.

Other Donations Include:

- Barnum Fire Department
- Dows Fire Department
- Okoboji FFA Chapter

NEW Cooperative Proud To Support 4-H



3,387 LOCAL 4-H MEMBERS \$50,805 DUES PAID BY NEW COOPERATIVE

The NEW Cooperative Foudation has supported local youth for ten consecutive years by donating money to 4-H clubs in NEW Cooperative's trade territory. Each county received money to pay for half of the membership fees for every 4-H'er. For the current year, the NEW Cooperative donated a grand total of \$50,805 divided among the following counties: Calhoun, Carrol, Cerro Gordo, Cherokee, Cerro Gordo, Crawford, Dickinson, Emmet, Franklin, Greene, Hamilton, Hancock, Humboldt, Kossuth, Monona, Palo Alto, Plymouth, Pocahontas, Sac, Webster, Wright, and Woodbury.



NEW Cooperative Important News

Update to NEW Connect!



Login to NEW Connect:

1. Enter username and password
2. Select text or phone call and phone number
3. Enter code when received
4. Click "Verify" and proceed with business

NEW Cooperative customers who use NEW Connect, will soon see updates when logging into their account. NEW Connect will be moving to Multi-Factor Authentication (MFA). This is a higher security feature to protect our customers information. As we get ready to move forward with MFA, we ask all NEW Cooperative customers to make sure your primary phone number and email is correct on your account.

For any questions or to update your information, please contact NEW Cooperative at 515-955-2040.

NEW Cooperative Through The Years!

NEW Cooperative is planning and preparing to celebrate 50 years of business in 2023! We would like to ask our members, customers, and employees if you have memorabilia to share that showcases NEW Cooperative through the years, please let us know!

If you have a history item that you would like to share, please contact our Fort Office at 515-955-2040 or email hreicks@newcoop.com.

NEW Cooperative

2022 Scholarship Winners



Brett Thompson
Fort Dodge, IA
Will Attend: Iowa State Univeristy
Parents:
Dan & Amy Thompson



Carson Berte
Humboldt, IA
Will Attend: Iowa State Univeristy
Parents:
Doug & Darcy Berte



Daniel Illg
Clare, IA
Will Attend: Iowa State Univeristy
Parents:
Brian & Molly Illg



Delia Swanson
Galt, IA
Will Attend: Iowa State Univeristy
Parents:
Stuart & Lori Swanson



Haley Berends
Everly, IA
Will Attend: ISU & SDSU
Parents:
Jon & Niki Berends



Haley Williams
Bronson, IA
Attends: Dordt College
Parents:
Shane & Angie Williams



Heidi Dornath
Gilmore City, IA
Attends: Iowa State Univeristy
Parents:
Jeff Dornath



Liliana Hill
Britt, IA
Attends: Iowa State Univeristy
Parents:
Jerri Hill



Lane Zierke
Barnum,, IA
Will Attend: Iowa Central
Parents:
Steve & Kathy Zierke

NEW Cooperative

Focused On The Future



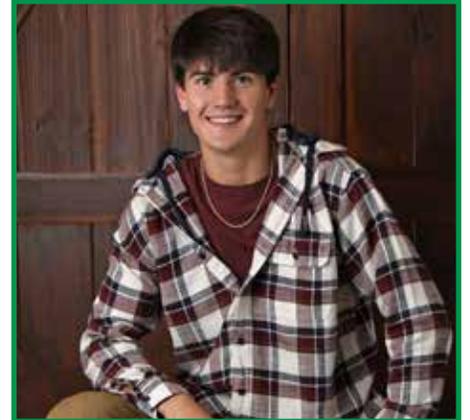
Marissa Eekhoff
Britt, IA

Will Attend: Iowa State University
Parents:
Ryan & Diane Eekhoff



Maryanne Capesious
Algona, IA

Will Attend: Iowa State University
Parents:
Richard & Diane Capesious



Trevor Jacobson
Humboldt, IA

Will Attend: Iowa Central
Parents:
Joe & Trisha Jacobson



NEW Cooperative

Meet Our Interns



AGRONOMY INTERNS

Meet our 2022 Agronomy Interns!

Pictured left to right;

Garrett Sindt • Milford Location

David Wedemeyer • Lohrville

Wyatt Slipke • Fostoria

Drew Uhlenhopp • Belmont/Rowan

Noah Schank • Blairsburg

Jacob Marxen • Fort Dodge

Carson Lambert • Otho

Jackson Vande Vorde • Fort Dodge

Cooper Warner • Blencoe



OPERATIONS INTERNS

Meet our 2022 Operation Interns!

Pictured left to right;

Tyler Heinisch • Pomeroy

Jayden Thomson • Superior

Kate Rasch • Clare/ Badger

Morgan Vogel • Lohrville



MAIN OFFICE INTERNS

Meet our 2022 Office Interns!

Pictured left to right;

Caiden Baker • IT

Phoebe Sanders • Grain Merchandising

Jordan Johnson • Communications

Rachel Ross • Human Resources

Dillon Sytsma • Accounting



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

NEW Cooperative E-Newsletter!

Would you like to receive NEW Cooperative Newsletter via email? Sign-up Today!

How to sign-up:

1. Visit, www.newcoop.com
2. Fill out the pop-up by entering your email, first & last name
3. Click sign-up

PROUDLY SERVING THESE IOWA COMMUNITIES

Algona	Port of Blencoe	Dickens	Fostoria	Klemme	Lohrville	Otho	Rowan	West Bend
Anthon	Bode	Dows	Garner	Knierim	LuVerne	Palmer	Sloan	Whiting
Badger	Britt	Duncombe	Glidden	Knoke	Mallard	Pierson	Spencer	Whittemore
Barnum	Clare	Emmetsburg	Greenville	Lanesboro	Mapleton	Pomeroy	Superior	Woolstock
Belmond	Coon Rapids	Everly	Gruver	Langdon	Meservey	Rands	Ute	
Blairsburg	Cooper	Forest City	Hornick	Lanyon	Milford	Rodman	Vincent	
Blencoe	Correctionville	Fort Dodge	Humboldt	Lidderdale	Onawa	Roelyn	Washta	