



Between the Bushels

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CEO UPDATE

FALL HARVEST & THE YEAR IN REVIEW - The fall harvest season is upon us. Middle to late September historically marks the beginning of our peak season for receiving fall harvest bushels, and we have just entered that time frame. The harvest receipts we have seen and received so far are a good indicator that this year's harvest could resemble the fall harvest of 2021—a promising development on multiple fronts. First and foremost, this means that you, our member-owners, are likely to experience a successful fall harvest. From the cooperative standpoint, grain constitutes the largest portion of our business, and a successful harvest is pivotal in generating the necessary financial results to return value to all of you.

Due to the inverted market environment we've experienced in recent years, we managed to move nearly a year's worth of grain in just over five months last year. One of the positive outcomes was that we cleared out storage space to a level we hadn't seen in many years. Additionally, we've been conducting fall harvest preparation meetings with members of our grain, operations, and locations teams. All this suggests that we are as prepared as ever to handle this year's crop and provide you all with the storage space and service you deserve.

I also wanted to mention our recent fiscal year-end, which closed on August 31st. Auditors from Lindburg & Vogel were on-site during the week of September 25th to complete our annual audit. While we don't anticipate any significant adjustments once the audit is complete, minor revisions are typical in this process. That being said, we are confident that once the audit is complete and presented to the board, we will report record earnings—terrific news that will provide the opportunity to return value to our member-owners in the form of patronage. Again, your board of directors will review the audit report once completed and make a final determination on year-end patronage numbers. We look forward to sharing all of this with you in the near future.

Often, we close the books on the previous year and immediately start focusing on the next without taking time to reflect. This reflection is vital, as it's our responsibility to ensure we position the cooperative for future success. I do want to mention a few key takeaways from the past

year that ultimately contributed to the strong year we just had. First and foremost, our employees played a pivotal role. Without our dedicated and hardworking teams, we wouldn't be able to provide the products and services you all rely on. Thanks to internal improvements, we navigated the challenging grain market environment successfully and are well-positioned for the coming year. We also experienced growth in both our energy and agronomy divisions and hope to continue that trend. Many of our key regional cooperative partners had strong years as well, allowing us to receive value from them. During the past year, we announced Globally Responsible Production (GRP) as our sustainability platform aimed at accessing markets and connecting our customers with opportunities in the marketplace. In the next week to ten days, we will announce our first premium offering on sustainably sourced grain through GRP. We are confident that this will be the first of many more market opportunities we will provide for producers enrolled and certified in GRP. We continued to focus on ways to improve internally, including forming a customer care team that serves as the primary point of contact for questions related to billing, etc. Additionally, we made significant strides in our internal software and technology capabilities. All of these are critically important initiatives as we look to the future and ensure that Ag Partners remains successful in the long term.

Looking ahead to this next year, I believe we are well-positioned to produce another strong year. As mentioned previously, we heavily rely on our grain division within our business model. Knowing that we will have a crop to handle allows us to forecast more accurately what the coming year could look like. We still have a long way to go, but I am confident that we are prepared to navigate the risks in the current market environment. By doing so, we can continue to provide and return value to our patrons.

Lastly, I want to wish all of you a safe and bountiful harvest. As always, if you have any questions or concerns, please do not hesitate to contact me.

Regards,

- **Wes Spohr, President & CEO**



Official Agricultural Cooperative Partner of the Kansas City Royals



It has been a home run of a year for Ag Partners! As the first official agricultural cooperative of the Kansas City Royals, we took part in many events throughout the season at Kauffman Stadium to promote and celebrate agriculture and farmers with urban audiences. We even celebrated the Royals' first-ever Ag Night at the K!



ENERGY UPDATE

Full Speed - It's that time of year again where we see all the energy products moving at full speed. We have been busy filling our customers' propane tanks with our summer fill special. And of course, diesel fuel and DEF move at a very rapid pace, which means lubricants move at a pretty good pace too.

As the guys finish up the summer fill propane routes, I wanted to take this time to remind everyone that we have implemented a new routing software for our customers. Things will look a little different as we move forward on this, and we would love to have the ability to put monitors on your tanks to allow us access to information once a day to better schedule routes. If you are a call-in customer, please remember that we need a minimum of three days' notice to get you on a route. Also, for those who have not or have never completed proper paperwork for a charge account with Ag Partners, we will not be able to deliver propane unless we have payment up front.

I'm sure that most of you have noticed a big spike in fuel prices over the last couple of months. Most of this is being caused by a supply and demand factor. We have continued to see stock supplies of products stay well below the 5-year average while demand continues to be high here in the United States. There are also geopolitical and other worldwide issues causing supply disruptions and market volatility. At the time of this writing, gasoline prices had spiked due to the switchover from government mandated "summer" gas to "winter" gas. We should see gasoline prices start to weaken very soon. Diesel prices, however, seem to have a very bullish trend to where we will see these higher prices for most of harvest. Hopefully we will see a seasonal drop come December and January to be a little bit more advantageous to contract for next year's needs.

Starting in November, we will once again have our annual lubricant sales program that will last until February. At this time, we should also be able to continue the "Gift Cards for Gallons" promotion this year. Nothing has been said to us by CHS that it will not be offered this year.

As most of you are aware, our fiscal year ended on August 31st. Since the merger five years ago, the energy

department has seen growth in every product line each year! This past year, we saw increases in gasoline of 223,000 gallons, diesel at 766,000 gallons, propane at 1,200,000 gallons, lubricants at 4300 gallons and DEF at 21,000 gallons. First, I would like to say Thank You to all of our loyal customers for making this happen! We really do appreciate your business. Second, I would like to say Thank You to all of our delivery drivers, salesmen, techs, operations staff, and office staff for getting the job done! Without all of these people, none of this would have been possible.

We will soon be heading into cooler weather. A reminder to all of you that during the cooling down season, we do see an increase in fuel-related problems in machines, but the main reason for these issues is not necessarily the fuel itself. Typically, what we see is that as machines run and the sun beats on fuel tanks, those reservoirs that hold diesel fuel warm up. As nighttime approaches during the fall, it gets a lot cooler, causing condensation to build up on the sides of those reservoirs. The water condensation then flows down the sides of the tanks, and because our Ruby and Roadmaster brand diesel fuel has a demulsifier in it, the water gathers at the bottom of those tanks.

It is always a good reminder to change out filters going into cooler weather, drain the bottom of those tanks and keep your tanks filled as much as you can to eliminate those issues. We also have a product available called an Aquafighter Snake. They are cloth tubes filled with a specific agent that absorbs only water and not fuel. You put these in your tanks to lay on the bottom and absorb all the water that collects. Please give us a call if you would like to get more information on these.

We have now made two rounds of donations this calendar year for our Fuel your Community program. This program, that we started two years ago, has been very successful. To date, we have donated over \$10,000 to our communities. If you know of or are involved in an organization that could benefit from our donation program, please reach out to Jessica Hermes here at our main office in Seneca. We are currently in the process of selecting our organizations/clubs for next year's program.

Our energy department has been through quite a few changes over the past several months. I wanted to be

FUEL YOUR SCHOOL

2023 Quarter 3 Totals

- Seneca Fuel Pumps - Nemaha Central FFA \$613.55
- Corning Fuel Pumps -Centralia FFA \$253.77
- Axtell Fuel Pumps - Axtell FFA \$138.07
- Powhattan, Willis & Robinson Fuel Pumps - Hiawatha FFA \$171.91
- Denton Fuel Pumps - Doniphan West FFA \$130.82
- Bern Fuel Pumps - Bern School Activities Complex \$128.89



Sign up your organization to be a potential donation recipient next year!

sure to once again provide some information on our sales guys and what areas they service. Travis Schulte oversees basically everything to the west of Highway 75 with the addition of Jackson County. Wade Smith oversees Jefferson, Douglas, Leavenworth, and the Kansas City area. Brian Wheeler oversees the extreme Northeastern part of Kansas, Southeastern Nebraska and the western border of Missouri down to northern Kansas City. Weston Smith currently oversees all our territory around our Joplin, Missouri location. Here are their contact numbers:

Travis Schulte – 785-741-5252

Wade Smith – 785-294-2091

Brian Wheeler -816-804-1392

Weston Smith –417-850-9976

I would just like to say Thank You one last time to all of our customers. Thank you for helping make our Energy Department continue to have successful years and the opportunity to serve you! Without your business, we would not be able to do the things that we do. I wish you all a very safe and bountiful harvest!

- Eric Osterhaus, VP Energy



HR UPDATE

Go Mode - HR/Intern Update:

Ag Partners Cooperative has long been committed to fostering the next generation of talent within the agricultural sector. One of the cornerstones of this commitment is our strong internship program. Ag Partners' internship program not only benefits our business, but also provides invaluable experiences for the interns who are part of it. We are particularly proud of our impressive 50% retention rate, as many of our former interns have become valuable full-time employees.

The Ag Partners Cooperative Internship Experience

At Ag Partners, our internship program is designed to offer students an all-inclusive experience in the agricultural industry. We believe providing hands-on learning opportunities and promoting a collaborative environment is essential for preparing the next generation of agricultural talent.

Real-World Application:

- Our interns work closely with experienced professionals, gaining exposure to various facets of the agricultural business. This experience allows them to apply their academic knowledge in a practical setting, bridging the gap between theory and practice

Mentorship:

- Each intern is paired with a mentor who provides guidance, support, and opportunities for skill development. This mentorship fosters personal and professional growth, empowering interns to become well-rounded individuals with a deep understanding of our industry.

Networking Opportunities:

- Ag Partners' internship program provides interns with the chance to connect with industry leaders, fellow interns, and employees. These networking opportunities help interns build relationships that can be invaluable throughout their careers.

Benefits for Ag Partners Cooperative

Fresh Perspectives:

- Interns bring fresh ideas, diverse perspectives, and innovative thinking to our organization. They challenge the status quo and help us stay at the forefront of the industry.

Recruitment Pipeline:

- Our internship program serves as a recruitment pipeline, allowing us to identify and develop top talent from an early stage. Many of our interns have the potential to become future leaders within the company.

Increased Efficiency:

- As interns become familiar with our operations, they contribute to increased efficiency by assisting with various projects and tasks, allowing our full-time employees to focus on higher-level responsibilities.

The 50% Retention Rate: A Testament to Success

Ag Partners takes great pride in our internship program's ability to retain top talent. The 50% retention rate from intern to full-time employee is a testament to the program's effectiveness. Here's why this statistic is so impressive:

Investment in Talent:

- Our commitment to developing interns during their time with us leads to a sense of loyalty and a desire to continue contributing to our company.
- We prioritize professional growth, offering training and development opportunities that empower interns to envision a long-term career path with Ag Partners.

A Positive Work Environment:

- Our interns often mention the positive work culture as a significant factor in their decision to stay with us. We strive to create an environment where employees feel valued and supported.

Ag Partners Cooperative's internship program is a win-win situation for both our business and the interns involved. It provides a unique opportunity for aspiring agricultural professionals to gain real-world experience and build valuable skills while contributing to our company's success. Our impressive 50% retention rate speaks volumes about the program's effectiveness in identifying and nurturing future leaders in the agricultural industry. As we continue to invest in talent and innovation, Ag Partners remains dedicated to cultivating success, one intern at a time.

- **Lacey Dalinghaus, SVP Human Resources**



“One word I can think of to describe my internship experience is ‘diverse’. I was never tied to one specific segment of marketing and communications. My portfolio has grown immensely after my internship, and I am thankful for the opportunity to work on a large number of projects.” - **Kassie Pechanec, 2023 Marketing Intern**



“My internship at Ag Partners Coop was one I will never regret doing. The people there truly cared about my interests and wanted me to learn. Not only that everyone treats each other like family, and it didn’t take me long to feel apart of it. I walked out of there with so much information I could carry on to my future classes and even my career!” - **Grady Fox, 2023 Agronomy Intern**



“My internship at Ag Partners was a great experience and a growing opportunity. My mentors played a big part in helping me learn and involving me in their work. I was surrounded by supportive people and provided with lots of opportunities. I would highly recommend this internship if you’re looking for hands-on experience.” - **Brynn Boxberger, 2023 Agronomy Intern**



“My internship at Ag Partners was an incredible experience. I got to put everything I had learned in school into real-life experiences and learned more on top of that! My mentors were great teachers and helped make the summer great. I would definitely recommend interning with Ag Partners.” - **Ellie Braun, 2022 Digital Ag Intern**



NOW OPEN

2024 INTERNSHIP APPLICATIONS

- Open Positions
- Agronomy
- Grain Merchandising
- General Accounting
- Accounting Inventory
- Marketing & Communications
- Sustainability Project Marketing
- Safety
- Electrician

APPLICATION DEADLINE
OCTOBER 31, 2023

Apply Online At: www.agpartnerscoop.com/internship-program

RISK MANAGEMENT UPDATE

Harvest Hints - First, a big thank you to all the Producers who trusted the Risk Management Team at Ag Partners with their insurance needs this year. As harvest gets into full swing, we wanted to share a few Crop Insurance reminders. The bushels hauled to town are easily tracked with scale tickets, but for the farm-stored bushels, make sure to keep a record of how many loads from each farm went into each bin. Better yet if you can mark the bin level when you switch farms that makes bin measurements and production reporting much smoother after harvest. Also, if you want to reference your combine yield monitor to help with production reporting, please run a calibration on corn and soybeans to ensure the monitor is recording accurate yields. We have a calibration report at Ag Partners to help walk you through that process, so don't hesitate to reach out for assistance.

Initial corn yields this harvest seem good, and hopefully, soybean yields will follow suit in the month to come. Even with a good yield we still need to be conscious of insurance claims with the recent drop in grain markets. The Revenue Protection policies that many of you purchase for Crop Insurance set a "Projected" price and "Harvest" price. Back in February the Projected price on the December Corn Futures was set at \$5.91/bushel and the November Soybean Futures was \$13.76/bushel. As of the time of this article, corn has fallen \$1.20/bushel and soybeans \$0.80/bushel. The official Harvest price for corn and soybeans is set during October, so markets could trend back up, but the possibility of triggering a revenue loss should be top of mind. There are several factors that can come into play with revenue losses, and this type of claim will need to be submitted by December. The easiest course of action is to gather your

production records and let one of the Crop Insurance Specialists at Ag Partners walk you through the process as soon as harvest wraps up.

To end on a high note, we also wanted to cover a few successes from this year. Our Producers who decided to stack the Enhanced Coverage Option (ECO) on top of their Revenue Protection policy are sitting very well heading into harvest. ECO gives you a subsidized insurance policy at the 95% coverage level where normal Revenue Protection can't reach. With the recent drop in grain prices there is a good chance these Producers will see payments from ECO even if their Revenue Protection policy does not trigger. Another subsidized insurance product having a great year is Pasture, Rangeland, and Forage Insurance (PRF). This insurance policy issues payments on pasture/hay ground when there is a lack of precipitation in your area. During the dry spells this year, most of our Producers have earned their premium back, plus started making a profit with a few more months of coverage still to go. This is a very common occurrence, with most PRF policies seeing a \$1.50 return for every \$1 invested over the year. I'm going to guess you probably have friends or neighbors benefiting from these new insurance products right now, so don't be the last one to take advantage. Please give Jim Ward (785-741-1652) or Darcy Pralle (785-268-0634) a call to learn more.

Wishing you a bountiful Harvest and blessings through the Holidays!

- **Darcy Pralle, Crop Insurance Specialist**

NEW EMPLOYEES

NOW HIRING

Visit agpartnerscoop.com/careers for complete job descriptions and an application.

Roni Brockhoff **Alijah Collins**

Office Assistant
(Powhattan, KS)

Service Center Technician
(Mr. Tire)

David Crain

Agronomy Account Manager
(Region 3)

Ethan McElroy

Custom Applicator
(Seneca, KS)

Philip Desbien **Ransom Engelken**

Service Center Technician
(Mr. Tire)

Fabricator/Welder
(Region 2)

Bo Kraus

Operations Technician
(Belvue, KS)

Matthew Hartman

Energy DeliverDriver
(Joplin, MO)

Will Engelken **Carson Talkington**

Energy Delivery Driver
(Seneca, KS)

Operations Technician
(Wamego, KS)

Maria Zurschmiede

Customer Care Specialist
(Seneca, KS)

BENEFITS INCLUDE

- Health Insurance
- Defined Benefit Retirement Plan
- Matching 401(k)
- Paid Time Off
- Paid Holidays
- Life Insurance
- Yearly Uniform Allowance

SVP HR

Lacey Dalinghaus

Email: laceyd@agpartnerscoop.com
Office Phone: (785) 336-6153
Cell Phone: (785) 294-0397



**APPLY
HERE**

AGRONOMY UPDATE

Tar Spot: Where do we go from here? - Our local area has recently been affected by one of the newest, quickly emerging diseases in corn, "Tar Spot." We are all out to learn how to prevent our corn from being affected by this aggressive fungus. There are a lot of studies for you to read on management practices, such as In-ground fungicide at planting, V5 fungicide application, Tassel application, and even a late R3 application. These have all been proven to play a part in effective management. However, with all the above-stated management practices, this disease can quickly become detrimental to a crop's bottom line. In this article, I will highlight the disease's history and life cycle, favorable growing conditions, and some benefits of fungicide applications regarding corn infection.

History

- Tar Spot is identified in 1904 in Mexico
- Has been a known disease in the Caribbeans, Mexico, Central, and South America
- Scientifically discovered to be limited to corn
- 2015: first detected in the United States in NW Indiana
- 2018: The disease spreads and was first noted as an epidemic in Northern Illinois and Indiana
- 2021-2023: Rapidly spreads through Midwest

Cycle

- The plant will have a 14–21-day latency period, showing specks 2-3 weeks after the tar spot has entered the plant, either through the infected soil/residues or spores in the air.
- Stromata (blacks spots) will appear in any circular and elongated shapes.
- Tar Spot has been known to reduce water and nutrient movement through the plant. This reduces grain quality, photosynthesis, test weight, and yield.
- The infected area can determine the decrease in yield. "For every 1% increase in tar spot severity on the ear leaf, yield loss increases 0.5-1.0 bu/ac."
- Spores will overwinter in the soil. Debris moving from field to field will spread the ascospores as well.

If you think about the weather conditions present this summer in Northeast Kansas, Southeast Nebraska, and

Northwest Missouri, it was a very inhabitable environment for Tar Spot. Cool temperatures 60°F-70°F and humidity greater than 75 percent intensify the distribution of and suitability for fungus inoculum. Additionally, viability increases with seven hours, or more, of present moisture on the leaf. Looking back, we had plenty of dew, fog, rain, and humidity through July and August. Other factors contribute to the spread of the pathogens as well include low light intensity, continuous corn, standing water, no-till practices, and high nitrogen fertilization.

Some management practices have helped reduce the severity of Tar Spot. Hybrids are starting to be tested for tolerance of the disease. According to Crop Protection Network, longer season hybrids may be more susceptible to yield loss from tar spot. Studies show that narrow rows and high plant density tend to help aid spore intensity. I urge you to look at the fungicide studies that have been done by chemical companies, universities, seed companies, and independents. These studies have shown very noticeable trends and can help you make better management decisions for your farm. Also, don't be afraid to ask your Ag Partners Agronomy Account Manager for more advice on managing the disease. We're here to help your bottom line.

So where do we go from here? Tar Spot can have a drastic impact on your yield if you aren't scouting and making proactive management decisions. In some of the true studies, 30 bushels per acre is a realistic yield loss when Tar Spot is present. I believe in Doniphan County, and some surrounding areas, this year we could reasonably predict losses upwards of 50 to 60+ bushels if little to no management steps were taken. With everything considered, one thing we can rest a little bit easier at night with is the fact that this disease is controllable with the correct management practices. Whereas some historically detrimental diseases, such as Goss's Wilt, our options are severely limited. Working with your Ag Partners Agronomy Account Manager, we can tackle Tar Spot early and aggressively by beginning to plan next year's fungicide treatment and management plans.

-Nicholas Blevins, Agronomy Account Manager

Harvest Photo Contest

October 1 - November 17, 2023

Ag Partners Is Looking For Your High-Quality Photos That Display Family Life On The Farm, Harvest, Equipment In The Field, Livestock, The Cooperative, And Anything In Between.

The Ag Partners Photo Contest Is Designed To Showcase All Sectors Of The Agriculture Industry. We Are Excited To See Your Photos And How Agriculture And Ag Partners Looks Like Through Your Lens!

Submit photos at: <https://www.agpartnerscoop.com/about/fall-photo-contest>

First Place
\$100 Gift Card

Second Place
\$75 Gift Card

Third Place
\$50 Gift Card



Scholarship Program

Applications due by 11:59 p.m. on March 1, 2024

The 2024 Scholarship Program opened on October 2, 2023 and closes at 11:59pm on March 1, 2024. Ag Partners will offer five \$1,000 scholarships to qualifying high school seniors who submit the completed form below by the stated deadline. Applicants will be notified by April 2024 once the scholarship committee has determined awardees. Scholarships will be mailed directly to the school that is being attended on behalf of each recipient.

Qualifications

1. Applicant must be a child or grandchild of a current Ag Partners member-owner or employee.
2. Be a high school senior, graduating in spring 2024.
3. Enrolled at a post-secondary institution immediately following high school graduation.
4. Demonstrate leadership abilities, academic performance and desire to further their education and career in an agricultural-related field.
5. Submit one photo suitable for the newspaper to be used upon selection as an awardee.
6. Complete the application here: www.agpartnerscoop.com/about/scholarship-program



GRAIN UPDATE

Grateful - As we bid farewell to another growing season and prepare to reap the rewards of months of hard work, we want to extend our warmest wishes for a safe and successful harvest to all of you. We understand that not every region will see record-breaking yields, but we are genuinely grateful for every bushel that graces our bins.

Over the past year, we've implemented several significant changes. Last September, we introduced the Ag Partners Delayed Price (DP) program, which has proven to be a valuable option in some areas, while others are happy with open storage. Our patrons have enjoyed reduced DP fees and, for beans, free DP after May 1st through the end of October. This initiative allowed us to clear out long-neglected facilities, some of which hadn't seen cleaning in years. With these spaces now empty, we've been able to make vital improvements across our organization, including the installation of numerous sweep augers in bins. As operational costs rose, we faced the tough decision of adjusting our storage rates, increasing them from 5 cents to 6 cents per bushel per month. With grain prices experiencing a recent downturn after reaching historic highs over the past three years, we noticed some patrons with aged grain in our facilities. To ensure equity for our producers during market fluctuations, we implemented billing for aged grain, bringing it up to date if it exceeded a year.

We welcomed several new team members to our grain division this year. Allyssa Neumann

and Jonah Porting joined us as Grain Originators, with Allyssa focusing on the northwest Missouri area in Region 3 and Jonah based in Region 2. Be sure to say hello if you spot them! Spencer Macke, a recent graduate of Kansas State, joined us as a merchandiser assistant in the Seneca office. Robyn Lanter, Jessie Janis and Anne Olson are our new grain accountants, stationed in our Hiawatha office.

The past year has seen the grain markets go through a rollercoaster ride. Drought-stricken areas reduced overall U.S. production last fall, leading to elevated futures prices during harvest. In regions hardest hit by drought, the basis soared to attract bushels from areas with higher production, meeting the needs of local end users such as feedlots, poultry producers, and ethanol refineries. These early purchases pushed basis levels to historically high levels, but once end users secured their supplies, basis levels retreated. However, the high pricing had already hindered U.S. international market competitiveness.

South America's record-breaking production, with Brazil planting 105 million acres of soybeans, further complicated matters. This year, the U.S. is expected to produce 4.2 billion bushels, while Brazil harvested a staggering 5.5 billion bushels of soybeans. Brazil's lower prices for corn and beans made them a more attractive trade partner than the U.S. This, coupled with another year of low water levels on the Mississippi, is contributing to reduced export sales.

Historically, China has been a significant buyer of U.S. ag exports, but their struggling economy and alternative, cheaper sources have led to disappointing new crop



export sales. Analysts remain uncertain about an uptick in demand, and this may result in a larger carryout than in recent years, tempering grain rallies.

Another factor on the horizon is the planned closure of the MGP alcohol plant in Atchison at the year's end, which will reduce local demand by roughly 15 million bushels annually. Moreover, regions affected by drought last year have rebounded, lessening their impact on northeast Kansas markets. Considering these factors, marketing grain moving forward will require a different approach. Unlike last year, when it paid to hold off on forward contracts, this year, the highest prices are expected at or shortly after harvest. Corn prices have been showing a flatter trend in recent months, prompting us to consider placing target orders above the current market. Soybeans, on the other hand, may see more opportunities for a rally as the year progresses. Looking ahead to next year, we might want to consider forward contracting a portion of our production, as the market offers opportunities to lock in decent margins with lower input prices.

As we look ahead, we are pleased to continue adding to our talented team with the recent hire of Lincoln Hillyer. Lincoln will office out of the Hiawatha office and oversee Ag Partners Eastern Grain Division merchandising and company grain accounting, working alongside Trevor Valburg (Western Grain Division Manager) and Brice Elnicki (SVP Grain & Business Development).

Lincoln currently lives in Hiawatha with wife, Kristin, and two sons, Porter and Preston. He was most recently employed by AGP as Merchandising Manager for their St. Joseph, Missouri soybean processing plant. In his spare time, he enjoys coaching youth sports, playing golf, and assisting with his family's farm interests.

"I am excited for the opportunity to come back to Ag Partners and look to build off the solid foundation its members and employees have already shaped. There are many challenges currently in the ag industry, and it is imperative that we have Ag Partners continually looking forward and positioned accordingly," said Lincoln Hillyer.

"We are very fortunate to be able to bring Lincoln back to Ag Partners. His vast experience in the grain industry, specifically in Northeast Kansas, will not only add value for Ag Partners owners locally, but as we continue our strategic growth initiatives," said Brice Elnicki, Ag Partners SVP of Grain & Business Development. "Lincoln is very familiar with Ag Partners, having spent 14 years with the Coop previously. We are excited to have Lincoln join our already talented team".

Thank you for your continued trust and partnership with Ag Partners. We look forward to navigating these changing market dynamics together and remain committed to supporting your agricultural endeavors.

- **The Grain Team**



Wildcat NIL

GIFT OF GRAIN

DIRECTLY SUPPORT THE WILDCATS THROUGH A GIFT OF GRAIN!

HOW IT WORKS:

1. DELIVER AGRICULTURAL COMMODITY TO AG PARTNERS LOCATION.
2. ASK ELEVATOR TO TRANSFER X NUMBER OF BUSHELS TO THE WILDCAT NIL FOUNDATION.
3. THE WILDCAT NIL FOUNDATION AUTHORIZES THE SALE OF THE GRAIN AND RECEIVES THE PROCEEDS.
4. THE WILDCAT NIL FOUNDATION PROVIDES AN ACKNOWLEDGMENT LETTER AS EVIDENCE OF THE NUMBER OF BUSHELS TRANSFERRED.

YOUR GIFT WILL MAKE A HUGE IMPACT ON THE SUCCESS OF THE KANSAS STATE WILDCATS!

IF YOU ARE INTERESTED IN MAKING A GIFT OF GRAIN TO WILDCAT NIL FOUNDATION, PLEASE CONTACT AG PARTNERS' SENECA OFFICE AT (785) 336-6153, EXT. 1, FOR MORE INFORMATION.



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Ag Partners News

Visit our website at
agpartnerscoop.com
Call Toll Free 1-877-336-6153

