

December 2015

The Ledger

COOP MEMBER NEWSLETTER



Annual Meeting Invite

The Annual Meeting of the Patrons of
CHS Larsen Cooperative
will be held on

Monday, January 18, 2016

***Snow date Tuesday, January 19, 2016**

**Crystal Falls Banquet Hall
1500 Handschke Dr.
New London, Wisconsin**

**Dinner served at 6:00 p.m. with meeting to follow
Keynote speaker during meal**

**Business meeting will include voting on the election of
three directors at 8:00 p.m.**

**Dinner tickets can be purchased at Center Valley,
New London, Readfield, Weyauwega, and Wild Rose
for \$7.50 each.**

No Tickets Sold at the Door

Tickets must be purchased before *January 13, 2016.*

2015 Guest Keynote Speaker

Brian Schouvieller
Region Vice President
CHS Country Operations



Brian Schouvieller is our region vice president for the Eastern Region for CHS Country Operations. In addition to overseeing current business units in our region, Schouvieller leads business development efforts to uncover new growth and partnership opportunities in geographic areas east of the Mississippi River. He has deep experience in developing new territories and managing successful business lines with a long-term focus to stay relevant for owners and other stakeholders of CHS.

Schouvieller has spent his 26-year career with the cooperative system, joining CHS as an intern. He spent 2 ½ years as senior vice president, being responsible for overall development and management of CHS North America grain marketing and crop nutrients operations. Among his contributions to the company's growth, he served five years as vice president for international development, helping build out the Asia Pacific business platform for CHS Grain Marketing. He also spent one year on assignment in Mexico managing two soybean processing, refining, and packaging plants.

He also represents CHS on the board of directors of TEMCO, a grain marketing joint venture with Cargill. He is excited to share his story with us from his diverse experience with CHS.

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Board Member Nominations

This year we will be electing three At-Large board members at the annual meeting. Here are this year's nominees.



Dick Piechowski graduated from UW River Falls with a Bachelors degree in Animal Science. He and his wife Grace, of forty six years have a dairy farm, Holmland Farms, with 95 registered Holsteins and 100 replacements. They also farm 1,400 acres, a mix of vegetable crops, corn, hay, soybean, and rye. Their daughter Sandy Cordes is a teacher at Manawa High School and son Jim works for an international accounting company. Dick has served on many boards and committees through the years, including the CHS Larsen Cooperative board for the past nine years. He also was on the Tomorrow Valley Coop board for over 20 years before merging with Larsen Coop. He currently serves on the county Farm Bureau board, the Northstar-Select Sires board, and Select Sires board. He is running for the CHS Larsen coop board again because he wants to continue the projects happening at our many locations. He wants to help continue to grow and improve the services that our members need.



Larry Eisentraut and wife, Ardyce, of forty one years have three children and nine grandchildren. All three of their children are involved in some form of production agriculture. Larry and Ardyce help operate an organic dairy farm with their son Paul and his wife, Joni, and their three sons. They have 200 head milking and 300 head of young stock. They grow all their own forage for the cattle on their 900 acres. Larry graduated from the farm and industry short course at Madison. He has been a lifelong member of the FFA alumni, the first United Methodist church, serving on the Waupaca county fair board, and the Manawa bow hunters board. Larry's favorite hobby is elk hunting in Montana. Larry has served on the Larsen coop board since the merger with Tomorrow Valley Coop of which he served as a director over 20 years. He has experienced three mergers during his years of service. Larry would like to continue as an involved director, who listens to the member's needs and embraces change as a part of the growth of CHS Larsen cooperative.



Dan Peterson is a sixth generation farmer of Mill Stream Dairy in Scandinavia, Wisconsin. Dan and wife, Sommer, of thirteen years, have three young children, Owen, Lewis, and Elaina. They are currently expanding their dairy farm up to 120 milking cows. Petersons also run a cash crop operation of 800 plus acres of corn, soybeans, hay, oats, and wheat. Peterson is also currently on the board of the Waupaca County Forage Council. He is running for a board position because he believes it will be a great educational experience, wants to become more involved in the community, and would like to meet new people in the industry. If elected, Dan would first learn more how this cooperative runs and then would be able to offer ideas to help stream-line its efficiency and bottom line. Mill Stream Dairy has done a considerable amount of business with CHS Larsen Cooperative over many years. This coop has added value to his business through the many seminars and meetings throughout the years, as well as, through their sales expertise.

Thank you to our Nominating Committee:

Roger Bacon, Steve Stuebs,
Neal Krohlow, and Duane Abrahamson



Don Lutz graduated from UW River Falls with a Bachelors in Ag Education and then received a Masters in Ag Economics from UW River Falls, and a Masters in Survey Research from University of Michigan. Don and wife, Charlotte of thirty six years, have twins Donald and Kathleen and a brand new granddaughter Ella. Don farms with his brother Dale and nephew Miles on Lutz Farm. He predominately does the cash grain side of farming, growing 1,200 acres of corn and soybeans as well as about 100 acres of alfalfa hay. They also raise and market a few Holstein steers each year. Don has had the pleasure of serving on the CHS Larsen Cooperative board for the past three years. He enjoys huntings and politics. He is a member of the National Corn Growers Association and American Soybean Association. He serves as a Director and Secretary on the Wisconsin Soybean Association. He wishes to serve as a board member again because he believes in the concept of a cooperative as it makes good sense to provide good

agricultural services. He thinks CHS Larsen Coop has a progressive positive approach to providing those services to the agricultural businesses in this area. As well, the cooperative's employees present a good and conscientious work force. If Don is elected, he would like to help get a sound financial footing under the new grain facility projects. He wants to look into expanding the service territory as a strong cooperative. There was a lot of good generated from CHS Larsen Coop handling a large portion of the propane in the upper northeast part of the state last year. He also would like to encourage CHS to become a national leader in offering services associated with the ag data being generated. He would like to see a woman elected to the CHS Larsen Cooperative board to open some perspective.

Congratulations to a Successful Year

By Todd Reif, General Manager



The 2015 fiscal year turned out to be a successful year thanks to all our loyal patrons, employees, and managers who contributed to the many tasks of this past year. In addition to the very successful financial report, there were many events that have been accomplished across each division. I would like to

recognize those accomplishments and as I am truly thankful for these successes.

There are significant changes with various safety enhancements throughout each division. At many locations, we have improved both employee and customer safety. This fall our Weyauwega Feed Mill officially became HACCP certified. This was huge undertaking by the feed division, and they worked conscientiously to get everything at the feed mill up to HACCP standards. We are happy to provide our customers with a safer and higher quality feed due to these updates and improvements.

Working with a new billing program has its challenges, but these were only temporary as our staff worked diligently with our customers to provide the best service possible. Thanks for everyone's patience during this transition period.

A name change is never taken lightly and takes the effort of all to make a rebrand successful. Once the board of directors decided to rebrand to CHS Larsen Cooperative, it took the initiative of all to make this possible. Thank you for your patiences in transitioning to a new navigation on our website. We appreciate our customers understanding where we are heading and for embracing this name change. We are

still your local cooperative with the local experts servicing you, but we want to show the support we receive by being connected to the nation's largest farmer-owned cooperative.

After the revaluation of each division, we exited from four retail locations. The retail division did a very nice job in dealing with inventory reductions for these locations, along with moving inventory around to other retail locations. This took a lot of patience from employees and customers as they delt with this change. Retail is now positioned to have a positive contribution to this new fiscal year. The Larsen location will be opening soon as our YieldPoint™ location, which you can read more about on page 5.

I hope you all experienced the Grain Expansion Open House in Readfield and Center Valley. These expansion projects were a huge undertaking for all involved. We feel having these new facilities brings advantages to our farmers that they have been asking for in speed, drying, and storage. CHS Larsen Cooperative patrons have supported the grain division in the past, and we hope to have their continued support as we move forward with the projected performance.

These are only a few highlights from this past year's success. To get to these, it all came with costs. All these contributions made it a very successful year with \$4.7 million in total new profit and \$4.4 million locally. I thank you again for all your patience, input, and business for the 2015 fiscal year. I hope to see you at the annual meeting on Monday, January 18, 2016, in New London.

Thank you for a Successful Harvest

We made these expansions to better service our patrons and this fall we were able to do just that!
Thank you for all your business this year.

This year's harvest was one for the books at CHS Larsen Cooperative. This season's grain was up in quality, test weights were higher, and moistures were lower, allowing for more efficient operations. With our recent expansion, we were able to handle more bushels each day which helped us finish with the busy season much sooner than past years. We also were blessed with better weather and crop quality which positively effected our year.

This expansion project is a large investment, made to better service our patrons, and that is just what happened this harvest. Our patrons responded with a thank you this fall by bringing in a huge crop to handle. In two months of harvest, our new facilities showed increased growth by handling more bushels than we did all of last fiscal year.

We would like to give you a huge thanks for your patiences in working around our construction crews and thank you for all your positive comments. We heard from quite a few producers this fall, and we would like to share some of their thoughts and comments.

"My harvest went a lot faster because the turnaround at the coop was much faster. Most days my gravity boxes were back to the field before I was ready for them."

"Yes, some days there was a line, but it was continuously moving."

"I couldn't believe how fast they can unload my truck, one hopper only took minutes."

"With doing custom work, we were very happy with the turnaround time on trucks coming back from the coop."

"With the line moving so fast, we didn't have time to talk to others, haha."

"I got my crops off faster this year compared to other seasons due to the excellent service."

CHS Larsen Cooperative staff is thankful for all the positive feedback we received this year. We are very excited to be able to service our grain customers in a more efficient and faster fashion. Thank YOU for a great harvest!



CHS Larsen Cooperative is very proud to offer these new facilities to patrons this year!

Weyauwega Area Fire District Trains at CHS Larsen Cooperative



The Weyauwega Area Fire District held a training on grain bin safety for their volunteer firefighters at CHS Larsen Cooperative in Weyauwega. They did the training before harvest to prepare for farms that were filling their grain bins again. It is very important to be prepared for any unforeseen emergencies during harvest and have the proper training and equipment

The Weyauwega Area Fire District was selected for a donation from CHS Corporate Citizenship. They received a check for \$5,610. With this donation from CHS, the fire district was able to purchase grain rescue equipment, including the Great Wall of Rescue, ropes, and harnesses. CHS Larsen Cooperative is very grateful to have such a great fire department to work with in case of any future emergencies

"Having this equipment if needed and the knowledge of how to use it properly is a powerful tool for our volunteer team," said Tom Cullen, Weyauwega Area Fire Chief. "We had a perfect opportunity to work with CHS Larsen Cooperative Feed Mill to be able to actually use this equipment in grain and get the real experience of what to expect."

Bob Krentz presenting Tom Cullen donation for safety equipment & fire district training at Weyauwega Feed Mill

If you have any interest in applying for a safety grant or to learn about CHS Stewardship, visit our Community page at chslarsencooperative.com under the About Us tab.

Expanding Precision Ag Opportunities with YieldPoint™ in Larsen

The YieldPoint™ Office in Larsen, Wisconsin is nearing completion. We are excited to be able to offer extended service to our precision ag producers. We have built up quite a portfolio of products and services. Now we will be able to service you year round in the shop in Larsen. However, we are still offering on farm services in addition to the shop.

We look forward to having more grower meetings to showcase equipment lines that we service and sell. Some meetings to look forward to this spring will include Precision Planting update, Ag Leader update, and SMS software training.

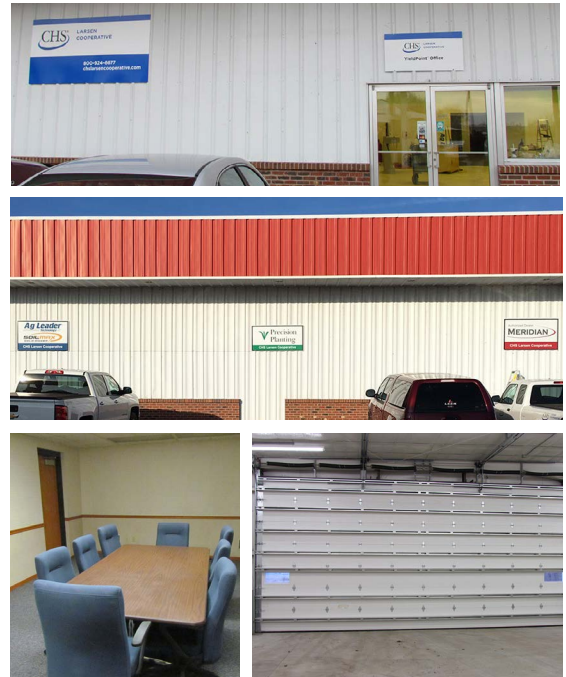
Growers will also have opportunities throughout the year to come into our showroom to view the latest technology opportunities as well as sit down with our YieldPoint™ team to discuss and plan the best options for their operation.

As well as educating our producers, we now can bring our farmers' equipment into the shop in Larsen to outfit their farm machinery with the best technologies that fit their needs.

We will be hosting an open house at our Larsen YieldPoint™ facility on **Thursday, January 28, 2016**. Our doors will be open to the public and patrons from 11 a.m. - 7 p.m. We will have new and updated equipment on display.

Come hear about 2016 promotions and learn about the latest YieldPoint™ technology and services.

If interested in receiving email updates on what is happening with our YieldPoint™ team, sign up for our email alerts on our home page at www.chslarsencooperative.com.



Come tour our new YieldPoint™ Building on Thursday, January 28, 2016

\$20,000 in Scholarships

It's never too early to apply for scholarships. Encourage your high school and college students to apply for the CHS Larsen Cooperative Scholarship. Find more information under the About Us tab on our website.

www.chslarsencooperative.com/about-us/scholarships

Gifts for Gallons Program

Our energy division is currently providing a "Gift Cards for Gallons" program. Customers will receive a \$50 Visa gift card for every 125 gallons of qualifying lubricants and/or greases. This program will run November 1, 2015, through January 31, 2016. Call our local energy salesman for details.

Wisconsin Soybean Association

Take advantage of this special deal from the Wisconsin Soybean Association.

CHS Larsen Cooperative is working in cooperation with the Wisconsin Soybean Association promoting soybean inoculant. Receive seed treatment specials if you purchase a 3 year membership or renewal of current membership to Wisconsin Soybean Association (WSA) for \$175 which also covers your American Soybean Association (ASA) membership.

Once you are a member of the Wisconsin Soybean Association, if you purchase one or two 50 unit Probox(s) of soybean seed from CHS Larsen Cooperative, you receive your Optimize soybean seed treatment product for free.

This is an excellent opportunity for anyone not currently treating their soybean seed to see if it works in their operation. Discuss with your CHS Larsen Coop agronomist which of the seed treatment products makes most sense for your soil types and soybean crop management program.

Your new/renew 3 year membership in the WSA also includes various specials and seed deals. Be sure to check the WSA

website for additional information. In addition, check the ASA website for other discounts at national retailers, such as Cabela's, and U.S. auto and truck companies (GM, Chrysler, Ford).

The Wisconsin and American Soybean Associations work on the industry's behalf not only to support but also develop public policy. When needed, they lobby for funding on national projects that are critical to agriculture. These include various highway, river, and railroad infrastructure projects to efficiently move our commodities to markets and bring inputs, such as fuels and fertilizers to our neighborhood suppliers. They advocate for positions on trade programs and renewable fuels that create markets for industry commodities and products. They also fight for research and responsible regulations that make for sustainable yet common sense farming practices. They're farmer-led organizations whose positions are developed and promoted by farmers.



CHS LARSEN COOPERATIVE
 PO Box 308
 New London, WI
 54961

**Important
 Annual Meeting Invite
 Inside!**

Find us Online! CHSLarsenCooperative.com
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Facebook.com/chslarsencooperative

Autumn Financing Rewards

CHS Larsen Cooperative understands agriculture. Our finance options are designed to provide innovative credit lines and account terms to meet the needs of growers like you.

Our programs can help you to control your cash flow by marketing your crops when it is convenient. Using a line of credit to finance fall purchases, for example, may allow you to sell your crops later in the year when crop prices may be higher.

We are currently offering **Autumn Rewards** which is **0% financing** on all proprietary seed as well as any seed treatments purchased through CHS Larsen Cooperative.

Year round we offer convenience credit for purchases from the coop, full operating loans, and a CHS Capital term loan programs for Precision Ag equipment.

Call Dave Banks today at our main office and learn how our finance options give you the power to make better business decisions.



CHS Larsen Cooperative Directory

Main Office

920-982-1111 • 800-924-6677

Agronomy Sales	920-982-1111
Energy Division	800-924-6677
Bulk Fuel Orders	920-982-1111
New London Farm Store	920-982-1111
YieldPoint Precision Ag	920-982-1111
Weyauwega Feed Mill	920-867-8700
Amherst Grain	715-824-2676
Readfield Ag/Grain	920-667-4955
Center Valley Ag/Grain	920-734-1409
New London Travel Plaza	920-982-7232
Wild Rose C-Store	920-622-3561