Farmers are faced with challenges and opportunities all the time. This year is no exception. We all have struggled through a very tough Spring. We were frozen out of the fields early, back in the fields late Spring and received more moisture than we knew what to do with. In fact, some parts of the territory received around 300 percent more than normal moisture. The wet weather has been a big part of it, but there is also the irony of still struggling with the carryover effects of the drought in much of the territory last year. We have to handle all this, but, at the same time, search for the opportunities that are out there.

Spring Planting and Fertilizer Availability

When the acres don’t get planted there is some relief from prevent plant programs for member-owners. Farmers planted what they could. It’s also a challenge for your co-op because we haven’t been selling seed, chemical or fertilizer.

Thanks to the unification we were, and are, well positioned to serve our farmers with their fertilizer needs. We have built or expanded facilities to make sure fertilizer is not on the river, but right here in your backyard, ready to go. There is risk every year when it comes to fertilizer because, if planting goals aren’t met, we will have some economic issues due to fertilizer inventory carryover. We’re working through all that as we move into Summer.

The Soybean Market and the Tariffs

The uncertainty of the on-again, off-again trade talks with China has complicated the outlook for harvest this Fall. Market predictability is of much greater value because of the situation. We believe there will be significant demand destruction because other countries are taking advantage of all the uncertainty to try to displace the U.S. as a reliable trading partner. And our earnings can be negatively affected because of the tariffs. We’re pleased that AGP is taking soybeans, but without the Pacific Northwest (PNW) export market to sell to, it’s going to be a struggle. From a soybean perspective, it doesn’t help us clear out our large carryover if there is a weak PNW market.

Technological Advances

The unification helped us combine our technology resources and invest even more over the last year in variable rate spreading, seeding and tissue sampling, for example. All three Agtegra Innovation Centers are up and running and have been busy all year. You can read about more technology updates in this issue.

We look forward to our new Enterprise Resource Planning (ERP) system coming online this Winter. It will improve the visibility for our customers and provide real-time access to their information. It’s the backbone of Agtegra’s accounting system. You can read more about ERP and what it will mean for you and your operation in this issue as well.

Investing in Storage Now and for the Future

Your co-op piled a lot more soybeans than usual last Fall, knowing that we would not be able to ship them during harvest. Normally, we would have around 4 million bushels on the ground. Last Fall we had 25 million bushels under tarp. When we bought all those beans, we had no way to sell them and no way to know if we could even sell them before this next harvest. But rather than close off the harvest efforts, we went ahead and took the entire crop, and we believe it was a worthwhile risk that we’re handling well.

Agtegra’s board of directors and management have been looking to invest in more upright storage throughout our trade territory. This will be a longer-term storage solution going forward and will take some time to accomplish because we’ll build bins at a measured rate as our finances allow. The first 6 million bushels of this storage is being built now.

We’re Here for You

The best advice for this challenging season is to lean on your co-op. Look to us for support, advice and expertise from agronomists and grain marketing specialists, along with all the people on the ground. We’re all ready to help solve problems and get things going as best as we can. You’re not alone in this; your co-op is with you. Together we’ll tackle these challenges and take advantage of the opportunities that come our way.
Agtegra is always looking for ways to provide value to our customers, and taking advantage of aerial application services is just one of the many ways to maximize on your crop’s potential.

Aerial application is not out of reach for growers in the Agtegra territory. In some cases, it may be the more preferred application method, especially during a year that got off to such a wet start—like this year.

Farmers can choose from a variety of application services provided by Agtegra’s aerial application team, including dry fertilizer spreading, cover crop seeding and liquid herbicide, insecticide or fungicide application.

Top of the Line Technology

“Fertilizer is delivered from an Agtegra retail location, where it is loaded into a specialized aerial dry fertilizer tender truck that is loaded into the Agtegra airplane,” says Craig Bair, Aerial Operations Manager with Agtegra. “Agtegra owns two of these special trucks to make loading the airplanes as efficient as possible.”

“All Agtegra airplanes are equipped with a SafeLoc G4 differentially corrected GPS for accurate swath guidance and an Intelliflow 2 flow control for liquid applications to maintain a constant flow rate as ground speed varies,” Bair says.

Seeding Options

Aerial seeding for cover crops uses the same loading process as dry fertilizer.

“The majority of these types of applications are for late-season cover crops, which have become very popular in the last five years,” says Bair. “Aerial application has gained popularity because we are able to deposit the seed into standing crops prior to harvest without damaging them.”

Application Options

Liquid herbicide application can be made to all crops grown in the Agtegra territory, according to Bair.

Liquid insecticide application can be done to several types of crops, including spraying alfalfa in the spring to control alfalfa weevil, spraying sunflowers for seed weevil or spraying soybeans to control aphids.

“Typically, fungicide applications are made to corn, wheat and soybeans,” Bair adds. “Airplanes are an excellent choice because they provide thorough coverage to maturing crops without causing any damage.”

Why Aerial?

Some producers opt for aerial application because of compaction concerns; however, aerial application can also provide increased coverage of a field in certain situations.

“Airplanes are an excellent platform for delivering crop nutrients to fields, especially for small grains such as winter and spring wheat, when the ground is too wet for application or for rangeland that is too rough for ground application,” Bair says.

If wind conditions aren’t ideal for application that day, the Agtegra aerial team can return two or even three times to make sure the job is done right.

Location is not a factor for the Agtegra flight team. The cooperative owns a fleet of seven planes that can apply to any Agtegra customer’s property throughout the service area. Agtegra has access to many local airports, so reaching customers in remote regions of the territory is not an obstacle.

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Agtegra Cooperative is committed to building a stronger farmer-owned cooperative. We are also committed to exploring additional ways to support our member-owners.

North Star Energy (NSE) is a propane business based out of Aberdeen that serves customers in North Dakota and South Dakota. NSE was owned equally by three partners, one of which was Agtegra Cooperative. Agtegra was approached to purchase the remaining two-thirds ownership interest in NSE.

NSE and Agtegra’s respective board of directors approved purchasing each of the other partner’s ownership interests and purchase agreements were recently signed. This purchase further strengthens our Energy Division to better serve customers. Ownership transfer of NSE is effective July 1, 2019.
AGTEGRA’S COMMITMENT TO TECHNOLOGY AND INNOVATION

When Agtegra Cooperative was formed last year, we announced our goal to improve our business processes—to make it easier to do business with us—as well as providing our customers and employees with a modern user experience. These goals also align with Agtegra’s commitment to provide technology and innovation to our members. Since then, our team has been working diligently to do just that. We plan to launch our new Enterprise Resource Planning (ERP) system over the coming months along with a new customer portal, improved statements and optimized business processes—all focused on serving you better.

In April, Agtegra hosted five customer listening sessions where member-owners were invited to prioritize 24 different features that could appear in the upcoming customer portal. Agtegra’s directors and delegates were also asked to provide feedback. When it is launched, the customer portal will be accessible via the Agtegra website. Customers will be able to access the portal to find information on the business they do with Agtegra.

“The listening sessions helped Agtegra understand what features are top priority to our members,” says Jennifer Kilber, Customer Portal Project Lead with Agtegra.

“Agtegra customers will have login access to the customer portal through Agtegra’s website,” says Kilber. “And customers will have access to basic account information for grain, agronomy, energy and feed business. We will continue to enhance the customer portal and add more functionality over time.”

Agtegra customers will be able to utilize a variety of functions on the customer portal, including, but not limited to:

- Grain contracts
- Grain scale tickets
- Grain commodity balances
- Grain target offers
- Invoices
- Statements
- Prepaid balances

Improving Statements

Agtegra is also working to improve your statements.

“Our team has spent a lot of time interviewing customers. We have heard your voice and are building a new and improved statement,” according to Dan Rosenbaum, Agtegra Chief Information Officer. “Our new statements will be easier to read and understand.”

The new customer statements will be more user-friendly, with different formatting and categorized by product groups. You will start seeing our new statements early 2020.

Increasing Efficiencies

Agtegra is increasing its efficiency across all cooperative operations, including standardizing the business processes across locations, according to Kaleb Bowman, Operations Team Lead for ERP with Agtegra. For Agtegra’s customers, this will result in a similar customer experience across all Agtegra touchpoints, from online to in-person.

“We will provide customers more realtime access to their information,” Bowman says. “By eliminating redundant steps through automating processes, it will make customer information available in one place, for easier access for both Agtegra customers and employees.”

“By modernizing Agtegra’s operations and helping them operate in a more digital fashion, it will ultimately enable Agtegra’s customers to make better business decisions based on the information they receive from Agtegra,” says Rosenbaum. “With 60 plus locations, we are creating standard operating procedures for all locations. We are excited to launch this system for our member-owners.”

The software that Agtegra has selected to streamline operations procedures has been customized to meet the needs of the agriculture industry. The new system is expected to roll out this Winter.

Be looking for information on how to register for the customer portal in the future.
Calyst™ soybeans are a potential game-changer in the crop market, and in 2019, Agtegra customers are taking advantage of special premiums available to farmers that grow this variety.

Impact on Food Industry
Calyst high oleic soybeans have a heart-healthy fatty acid profile, similar to olive oil, and zero grams of trans fats per serving.

Calyst™ oil is a locally-grown, premium vegetable oil that caters to three trends: Health, Sustainability and Traceability. Utilizing Calyst™ oil allows for increased life and reduced buildup in fryers. Calyst™ oil is also neutral in flavor, odorless and colorless, so it has limited impact on the sensory characteristics of the final food product.

Why Grow Calyst Soybeans

“They are completely different from commodity soybeans that are modified for herbicide tolerance,” says Travis Antonson, Grain Origination Manager with Agtegra. “Most producers are intrigued by the additional premiums they can get for raising Calyst soybeans, and it’s also just something different.”

While Calyst soybeans fetch up to $2.00 more per bushel than commodity soybeans, there are some special considerations that come with growing them. To ensure the quality of the Calyst soybeans, the Calyst soybeans need to be identity preserved and stored in segregated storage. Calyst soybeans can also be delivered at harvest to designated Agtegra locations. For Calyst soybeans, you can use the same traditional/conventional herbicide plan as you would for conventional soybeans.

In 2018, Calyst contracted more than 17,000 acres with nearly 80 growers in South Dakota and Minnesota. In 2019, the acres more than tripled to 55,000 contracted acres. Antonson looks forward to Agtegra providing seed technology systems, effective weed management also involves careful following all label requirements to assure maximum stewardship of herbicide usage.

Next year, even more E3 varieties will be available to customers. Agtegra will have seed available from Mycogen®, Ciprolat® and NK®. Nathan Kizer, Agtegra Director of Seed suggests talking with your Agtegra agronomist about how to utilize tools to improve your soil fertility in future years.

Satellite Imagery
Agtegra customers have access to satellite imagery and local weather information that can help you make in-season decisions for your farming operation. Take advantage of tools like the Field Monitoring Tool by Winfield® United, which Agtegra provides free to customers, or a Climate FieldView® subscription, which Agtegra provides free for the first year upon first-time enrollment.

Both the Field Monitoring Tool and FieldView offer growers Normalized Difference Vegetation Index (NDVI). NDVI is a measurement of plant health that is visually displayed using a legend from -1 to +1. Healthy plants are represented with values ranging from .33 to 1. Data used to determine the NDVI is gathered using satellite imagery—the most scalable and cost-effective imagery solution. These images are acquired in different resolutions, but most used in production agriculture are 5- to 30-meter resolution, meaning that an image value is collected every 5- to 30-square meters.

These satellite images can then be utilized for tissue sampling in the high, medium and low vegetation areas of your fields to help drive in-season nutrient or crop protection management decisions.

Tissue Sampling
Another method for gathering real-time information about your crops is plant tissue sampling.

“Talking tissue samples at the V4 to V5 growth stage of corn is the optimal time in the season to get a snapshot of the nutrient levels which will impact the overall yield potential,” says Brett Harrison, Agtegra Sales Manager.

Tissue sampling can provide producers with data on how crops are responding to weather, soil moisture and nutrient availability conditions. Growers can utilize tissue sampling to determine in-season fertilizer adjustments.

“It’s also good to take tissue samples at tasseling, to see how we did for the year with our nutrients and if we need anything else to finish that crop,” says Harrison.

Harrison notes that tissue sampling can help determine boron levels at tasseling, which can be applied late in the growing season.

Tissue sampling can help farmers better understand the soil interactions and environmental factors that are driving the relationship between nutrition and yield. The results will show producers on an accurate read on whether nutrients are being absorbed at the right time to be the most beneficial, and whether environmental factors are limiting nutrient availability.

Micronutrient deficiencies can also be detected through tissue sampling, which can be remedied with foliar nutrient adjustments, although the timing of precision application of those nutrients is critical to correct the problem before potential yield losses occur.

Harrison recommends that farmers utilize tissue sampling in conjunction with soil sampling.

“For example, tissue sampling can be used as a reference for your overall fertility plan,” Harrison says. “If soil samples are showing low levels of potassium, and you’re also seeing potassium deficiencies from tissue sampling, then maybe your soil has an issue that needs work for that particular nutrient. You can use the data from soil and tissue samples to help with fertility recommendations in the Fall.”

Talk to your Agtegra agronomist about how to utilize tools such as satellite or aerial imagery and/or tissue sampling to maximize your crop yields for this growing season and to improve your soil fertility in future years.

Enlist E3™ Soybeans Up and Growing

For the first planting season ever, Enlist E3™ soybeans have been planted by customers across parts of the Agtegra countryside. These soybeans are the first three-gene, herbicide-tolerant trait stack with correlating EPA approved herbicides.

The Enlist™ system provides growers the opportunity to incorporate Enlist One™ or Enlist Duo® into their management plans. Enlist herbicides contain 2,4-D choline, which is a new 2,4-D form with reduced volatility. The trait package also allows growers the flexibility to use glyphosate or glufosinate nonselective herbicides in their tank mixes.

The Enlist herbicides, formulated with Coles® technology, have reduced drift potential of moving from their intended target during application. But like all seed technology systems, effective weed management also involves carefully following all label requirements to assure maximum stewardship of herbicide usage.

Next year, even more E3 varieties will be available to customers. Agtegra will have seed available from Mycogen®, Ciprolat® and NK®. Nath...
PREPARE FOR HARVEST

Although harvest may seem far off, it will be here before we know it. Summer is the best time to get your harvest equipment ready for the work ahead. That means all aspects of your equipment, including precision products and making sure they are fully updated, calibrated and operationally correct. When it’s go time, you want to be ready.

**Quantity Your Yields**

According to Lance Larsen, Precision Service Coordinator with the Agtegra Innovation Center, yield monitoring is the primary precision product that most farmers need for harvest.

“We carry two different brands of yield monitors, Precision Planting YieldSense® and Ag Leader®. Both monitors can be used interchangeably in your planter and combine,” Larsen says.

Yield monitors provide spatially located yield values, which enable producers and agronomists to calculate yield in zones, hand-drawn plots or measurements against other data layers. Well-calibrated yield data provides benchmarks for decision-making, analysis and successful planning for next year.

Growers can also use yield data to calculate crop nutrient removal rates, which help keep your farm sustainable and more profitable by not paying for nutrients you don’t need. You will find in yield data analysis that low-producing areas of fields generally don’t utilize available nutrients, while high-producing areas tend to remove nutrients. Accurate yield data provides measurable metrics, so agronomists’ nutrient recommendations can be fine-tuned for maximizing nutrient investment decisions. You can also use yield data along with planting data to see how planting speed impacts yields or to analyze which hybrids or varieties were your top producers.

**Solid Solutions**

In addition to yield monitors, Larsen says that Agtegra customers should also consider 360 Yield Saver® chains for preventing shatter loss caused by the impact of the combine head. Another great product is 360 Chains®, which breaks up the corn stalks better to help them more quickly decompose.

Summer is also an excellent time to do any general maintenance to your combine to get it ready for harvest, such as checking bearings, belts, chains, auger flighting and more. The Agtegra Innovation Center has a Parts Store with an extensive inventory to meet your needs.

Larsen has some additional tips as harvest approaches.

“Make sure that the prior yield data is removed from your display unit before harvest, so you’ve got plenty of storage space for the upcoming harvest yield data,” Larsen says. “Also, be sure to calibrate your yield monitor as soon as you begin combining that field.”

**Common Challenges**

Larsen says that the biggest problem his team sees during harvest is when yield monitors are miscalibrated.

“Another common issue is build up on the impact plate or the yield sensor,” says Larsen. “If you see your yield data doing something totally different than what you saw on the last pass, then it’s probably build up.” In the event this happens, the yield sensor should be cleaned to prevent skewing of the yield data.

If you run into any challenges with your precision equipment during harvest, don’t forget that the Agtegra Innovation Center has a team of experts ready to answer any questions. Agtegra has Innovation Center locations in Bath, Bowdle and Wolsey, SD. Our skilled precision ag specialists can assist with install and maintenance of any precision equipment on any make or model.
PARTICIPATE in the governance of your cooperative

Agtegra Cooperative will hold elections for directors and delegates in December. If you would like to participate in governance of your cooperative, this is your opportunity to take the next step!

This year there are five director positions and 20 delegate positions up for election. One director will be elected from each territorial district, and one director will be elected at-large. Five delegates will be elected from each territorial district.

Agtegra Cooperative has territorial district lines for director and delegate elections as shown on the map below. If you qualify to be a member, you will be assigned to a territorial district based on the address on your account with Agtegra Cooperative.

Each member will be eligible to vote for one director and five delegates from their territorial district per year. Members will also be able to vote for one director at-large each year.

If you patronize an Agtegra Cooperative location in a district other than the one you will be assigned, you may request to be reassigned to the district where you conduct business with Agtegra.

To make a request to change districts, please email val.weisser@agtegra.com with your name, contact information and the district you wish to be assigned to or mail a letter with the same information to Agtegra Cooperative, Attn: Val Weisser, 908 Lamont Street South, Aberdeen, S.D. 57401. Your email or letter must be received no later than 3:00 p.m. on Friday, October 18, 2019.

Director and delegate elections will be conducted via mail ballot, mailed to each member’s account of record prior to the annual meeting of the members, which is scheduled for Wednesday, December 18, 2019, at the Agtegra Innovation Center in Bath, S.D.

If you are interested in running to be a director or delegate, please contact Val Weisser at (605) 725-8341 or via email at val.weisser@agtegra.com. The deadline for a member to be considered by a nominating committee is September 20, 2019.

A member may also self-nominate for a director or delegate position if they submit a petition to the Agtegra Cooperative office forty (40) days prior to the annual meeting of the members on December 18, 2019. If you wish to take out a petition, rather than be considered by a nominating committee, please contact Val Weisser.

If you have any other questions about the district or upcoming election, please contact Agtegra Cooperative Corporate Attorney Mike Traxinger at (605) 725-8325 or via email at mike.traxinger@agtegra.com.

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Four high school seniors from the Agtegra Cooperative trade area of North Dakota and South Dakota have been named recipients of the Agtegra Future Agriculturalist Scholarship, given to high school seniors pursuing a two-year or four-year degree in an ag-related field.

“These young leaders are a great representation of the future agriculturalists we have in the Dakotas,” said Agtegra Chief Executive Officer Chris Pearson. “It’s both our honor and responsibility to help set them up for success as they move forward beyond graduation to pursue their goals. We congratulate them as they conclude their high school career and set their sights on their future endeavors.”

The recipients of the Agtegra Future Agriculturalist Scholarship include:

- Danielle Houghtaling Doland, S.D.
- Cutler Michalski Willow Lake, S.D.
- Austin Hand Midland, S.D.
- Jarret Haven Brentford, S.D.

This is the second year that Agtegra Cooperative has offered the Future Agriculturalist Scholarship. Applicants must be active members of a South Dakota or North Dakota FFA chapter and planning to enter a full-time undergraduate agricultural degree program at a two- or four-year post-secondary institution located in S.D. or N.D. upon graduation.

For information on the Agtegra Future Agriculturalist Scholarship, visit agtegra.com/careers or send an email to scholarships@agtegra.com.

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AGTEGRA eNEWS

Are you signed up to receive Agtegra eNEWS? The eNEWS consists of timely agronomic articles and other educational and informative updates from Agtegra Cooperative.

Sign up at agtegra.com to receive Agtegra eNEWS in your email inbox!
Agtegra’s Grain Department: Managing Uncertainty

Well into its second year, Agtegra consistently seeks methods to best serve its customers amidst today’s ever-changing markets. Becoming Agtegra has shown many benefits, according to Tom Bright, Director of Grain Merchandising with Agtegra.

“Because we’ve come together so well, it’s allowed us to be more aggressive on our bid structure,” Bright says. “That was one of our goals, and Agtegra has gained efficiency through that. We’ve been able to put together very competitive bids, return the best number to the producers and make more money for Agtegra while making the margins really work.”

Tariff Repercussions

The tariffs that China imposed on soybeans, in response to U.S. tariffs on Chinese goods, have resulted in frustrations for Agtegra’s grain department.

“When the tariffs were imposed, our major outlet for soybeans from the Dakotas was cut off and we weren’t able to bid normal basis levels to our producers,” Bright says. “In fact, Pacific Northwest (PNW) bids weren’t available for much of 2018, so our producers stored a lot of beans at home to avoid selling the much weaker basis.”

Producers ended up seeing forced low basis numbers through most of the crop year because of this scenario, and Bright adds, it’s been difficult to originate soybean bushels in a timely fashion.

“The new Ag Processing Inc. (AGP) plant in Aberdeen, S.D., will be up and running by this Fall, which will be another new outlet for Agtegra soybeans. They are pushing hard to be done before Fall because of good processing margins,” Bright says. “Our Agtegra grain team has worked to establish a good relationship with AGP’s commercial managers who will be buying grain and selling meal. This will be a great relationship for many years and one that will bring value to our producers.”

Exploring Other Options

With the international market not as available for selling soybeans, Bright says that Agtegra’s grain department has been actively seeking secondary outlets to sell product, such as sending soybeans to Minnesota, Iowa and Missouri soybean crush plants by rail or to the South Dakota Soybean Processors plant in Volga, S.D.

“Agtegra has become a strong participant in those markets—more than we’ve normally been—due to the lack of export movement from our soybean market,” Bright says. “Since producers across the corn belt are holding soybeans, some processors are buying more soybeans from non-traditional areas to meet their grind and make sure they’re up and running, so we’ve taken advantage of those market imbalances.”

Looking Ahead

“The 2019 growing season is well underway and we certainly see reduced planted acres due to the late cold and excess moisture this Spring,” Bright says. “We know we have lost planted acres across our entire draw area and across all our commodities.”

“We are preparing for both a reduced harvest handle as well as lower bushel handle for the entire year,” he says. “There is a potential that we grow only enough corn to meet state demand. This environment will challenge our team to bring the best value possible to our producers to gain their business.”

Agtegra’s grain department is looking forward to new leadership as well, with the addition of Jason Klotwyk as Senior Vice President of Grain Marketing and Rail Logistics.

“Jason’s background in origination will help set the tone as we work to be as aggressive as possible in our grain buying during this challenging year. As we strive to be the right place for our farmers to bring grain, our merchandising team will be tasked with identifying the best markets for the portion of the crop that we buy,” says Agtegra Chief Executive Officer Chris Pearson. “Jason has been in the commercial business with Bunge, and that mindset will help us focus on being a strong, competitive purchaser.”

Fueling Our Member-Owners’ Businesses

Running a cooperative takes a lot of manpower—and that includes a lot of time spent on the road traveling across the Agtegra territory. With that in mind, it only makes sense that Agtegra’s fleet of vehicles is fueled by the very product grown by Agtegra member-owners—a renewable, American-made and clean-burning fuel: ethanol.

Agtegra is proud to encourage the growth of ethanol production in the Dakotas, which has a positive impact on local corn prices. According to the Renewable Fuels Association, the U.S. produces about 58 percent of the world’s ethanol and has been increasing ethanol production every year since 2013.

Ethanol has boosted the agriculture economy over the past decade, creating jobs in rural areas and increasing corn and land prices. South Dakota now ranks sixth in ethanol production, with 15 plants producing more than 1 billion gallons of ethanol per year, according to the U.S. Energy Information Administration. Another ethanol plant is currently being built in Onida, S.D.

Agtegra encourages all our employees to use the highest ethanol blend that their company vehicle is designed to burn. While almost all U.S. gasoline is blended with 10 percent ethanol, President Trump has approved unleaded fuel engines to run E15 year-round, beginning earlier this year.

There are 16 different fuel locations across the Agtegra territory to best serve our employees and customers alike with multiple different blends of ethanol.

At Agtegra, we are proud to support you—our member-owners.
SAVE THE DATE

INNOVATION FIELD FEST

SEPTEMBER 5, 2019

North of Bath Fertilizer on 132nd Street in Aberdeen