



PRIMELAND



Primeland Perspective



By Ken Blakeman,
general manager

Strong patronage payments reflect strong performance

Patronage is a signature feature of a cooperative. At the end of the year, the organization shares a portion of its profits with its member-owners. Strong patronage payments reflect strong business performance.

This year, your cooperative made \$7,054,180 patronage payments in the form of cash (45-50%) and the remainder in retained equity, which helps the company operate each year. Once owners are no longer farming, that retained portion is returned to them. Here's how patronage broke out by business unit:

- Crop protection products: 6.4%
- Fertilizer: 10.8%
- Seed: 3.7%
- All winter wheat, including soft white: 14.5 cents/bushel
- Canola: 8 cents/hundredweight
- Spring DNS: 19.2 cents/bushel
- Feed: .5%
- Gasoline: 2.4% (\$4/gal. avg. price = 9.6 cents/gal.)
- Premium diesel (Cenex® Ruby Fieldmaster®, Cenex Roadmaster XL®): 6.9% (\$4.50/gal. avg. price = 31 cents/gal.)

- Services: (spreading, spraying, consulting, etc.): 1.2%

By now, you should have received your annual patronage payment. If you want to receive payment as a direct deposit, please contact the office to fill out the appropriate form. If you didn't receive patronage, contact us to make sure you're set up as a patron, and if not, we'll get you signed up, so you'll be eligible next year.

Retained equity spurs investment

The portion of your patronage that's retained not only helps support day-to-day operations, but also provides capital for investment in your cooperative. One of our biggest investments was at our agronomy hub at Port Wilma, where we added a one-million-gallon liquid fertilizer storage tank. In this issue, you'll read about more investments in Rockford and Worley. And throughout the year, we'll be investing over \$3 million to improve our facilities with projects both large and small.

Welcomes and farewells

We're continuing to experience staffing issues, so it's hard to say farewell to longtime employees like Todd Largent, controller, and Betty Meahan, accounting, who are retiring. We wish them the best as they start their next life adventure. But we're also welcoming some amazing new employees, including Holly Rourick, controller, Brent Chapman, area operations manager, and Tim Koziol, Agronomy sales. You can read more about Holly and Brent in this issue.

Spring is off to a good start. Soil moisture has been recharged. We have product on hand for your planting and growing season needs. And we're looking forward to a positive year and good harvest. Thank you for your business. Remember, everyone at CHS Primeland is here for you.



By Butch Schwandt,
manager, Retail

Here a cluck, there a cluck...

Old MacDonald has nothing on our customers, who swooped in to scoop up more than 1,000 chicks during Chick Days at CHS Primeland retail locations. Our sales team decided the chick rush was due in part to the high price of eggs.

The promotion, which began February 22, offered chicks from breeds including Turkin, Blue Cochin, Buff Brama and White Cornish. For first-time chicken raisers, as well as old hands, the stores featured all the necessary supplies such feeders and feed, fencing and heaters, and waterers and electrolytes. If you missed Chick Days, it's not too late to order chicks or to pick up whatever supplies your flock needs.



Helping hungry neighbors

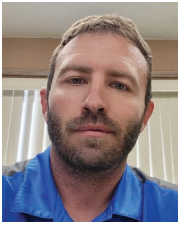
Food and helping our hungry neighbors were top of mind for our retail employees who teamed up to make this year's Harvest for Hunger campaign a success. They donated their time at a busy grocery store to solicit food and monetary donations for the drive, which supports our local food banks.

The team also sold raffle tickets for amazing prizes. Tim Silflow, Kendrick, was the lucky grand-prize winner of a Traeger Timberline pellet grill. Meagan Widmier, Winchester, won the drawing for a 40-quart Orca cooler, while Lynda Loney, Deary, was awarded a \$100 gas card.

In addition to the food and financial donations, some producers also donated proceeds from the sale of grain. CHS Inc. matched all the funds we raised. All told, we were able to donate more than \$70,000. Thank you, everyone, for helping feed our communities!

Spring is springing

Gardening fever is running rampant through CHS Primeland territory. Shop one of our retail locations for everything you'll need throughout the growing season for beautiful blooms and a bountiful harvest.



*Brent Chapman,
manager, Grain and Agronomy Operations*

Getting acquainted with the Camas Prairie

The beauty of the Camas Prairie and the opportunity to strengthen and streamline Agronomy operations in the area drew Brent Chapman to CHS Primeland. But at first, that meant leaving his wife, family and dogs in Yuma, Colorado, where he was a location manager for CHS, to get settled in his new job and new location.

It also meant living in his 32-foot trailer at the RV park in Grangeville, Idaho, until his family joins him. His wife, with more than 20 years' experience, plans to substitute teach at area schools until the end of the

school year. "I've been exploring the area and am excited about teaching my kids to fish in the Salmon and Clearwater rivers," Brent says.

He's also excited about learning about the business unit and products, meeting employees and growers, and getting a feel for the agriculture of the region.

“ I plan to be an active manager, working with the Agronomy team to ensure growers are getting the service they need when they need it, and analyzing ways to streamline our operations. ”

"I also plan to continue responding to grower questions and concerns and finding answers for them in a timely manner," Brent says.

In his new role, Brent will be overseeing Grain and Agronomy operations in the Camas Prairie, which includes more than eight elevators and locations.



*Micah Butcher,
Rockford area manager*

What's new in Rockford and Worley

We've been busy in both Rockford and Worley making changes to upgrade and streamline our operations.

- In Rockford, this summer we'll be wrapping up a two-year project to complete maintenance of grain-handling equipment and conveyor upgrades.
- In Worley, we'll be upgrading our concrete elevator load-out conveyor. In addition, we're updating the dry fertilizer

handling with the installation of a new load-out, tanks and a new blender. We've also continued planned maintenance and added a new 4x4 floater.

Both Rockford and Worley will be handling fertilizer throughout the spring.

Also on tap for Worley is a key safety upgrade: creation of a walkout basement in the concrete elevator to meet confined-spaces requirements.

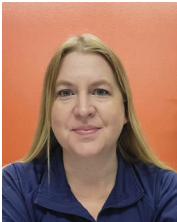
This will also increase speed and efficiency for employees while maintaining a safe work environment.

We've been conducting site cleanup and removal of old facilities that are no longer in use, which will present opportunities for future growth. With all these projects completed, we're ready to serve our growers through harvest and fall planting.



PRIMELAND

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*By Holly Rourick,
controller*

Financial accuracy, transparency are her business

Holly Rourick has a passion for accounting accuracy and ensuring all the financial information of an organization is transparent and timely. Those are prime assets for an organization’s controller. And in February, Holly became CHS Primeland’s controller after her long-time colleague, Todd Largent, retired.

If Holly’s name sounds familiar, that’s because for 18 years she served as the grain accounting lead for CHS Primeland. Then an opportunity arose with Nez Perce County, Idaho. But she stayed in touch with her CHS Primeland colleagues, particularly Todd, who let her know about the position of assistant controller. Holly applied for and landed the job. When Todd retired, she was hired as controller.

In her new role, Holly handles multiple accounts across the organization, makes sure they’re all reconciled, the i’s are dotted and t’s are crossed, and when the financial statements are released, they’re as accurate as possible. That’s especially true for patronage statements.

“Patronage is based on the financial health of the company, and I want to make sure everything is correct, and growers receive the profit-sharing they’re entitled to.”

With that in mind, Holly urges growers to let the accounting department know as soon as possible when there are changes in accounts or percentages of ownership to avoid delays in paying out or redeeming patronage.

“It’s great to be back,” Holly says. “I also want to wish Betty Meahan, who handled accounts receivable and patronage, all the best as she retires in May. We’ve worked side-by-side the whole time I’ve been with CHS Primeland.”