STRONG. STABLE. DEPENDABLE.
EVEN IN UNCERTAINTY
THE LINK

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THANK YOU FOR SUPPORTING AGTEGRA COOPERATIVE

PHOTO BY: MICHELLE JOHNSON, ANDOVER
As farmers, uncertain times, uncertain weather and uncertain conditions are nothing new, but this may feel different. As we navigate our way through this spring, just know that Agtegra is here for you, and working hard to continue to support you.

We want you to know that we have been taking this pandemic seriously from the beginning and put policies in place early on to make certain Agtegra is able to operate in any situation. We are working hard and taking every precaution to ensure we can keep supply chains open, and operate for our customers, while also safeguarding our employees, our patrons and the communities we serve. Our proactive precautions are meant to ensure we can serve you when you need us most.

Agtegra is prepared and continues to strategize for unpredictable change in every location so that we can meet your planting needs, your energy demands, and your animal nutrition requirements. This includes contingency plans for operations at every location in the event we run into any issues, and need other location employees to step in and pick up the slack.

This is what we are built for and this is why we are here. We will continue to provide equipment repairs and the receiving, delivery, exporting and processing of grain, because there has never been a more important time to do so.

We are actively engaged with our suppliers, we are ensuring our equipment is ready to roll and fly, and we are in constant communication with our employees to make sure we are ready to support our customers at a moment’s notice.

And, when the unexpected happens (and it will) we will adjust as quickly as possible.

We may not know what the future holds, and we may not know exactly how this all plays out, but we know that we will get through this, we will get back to normal, we will persevere, and we will come out stronger than ever.

We are committed to the long-term success of Agtegra and our Farmer-owners and hope that you remain safe, have a successful farming season and a bountiful harvest.
New board president brings excitement, experience and expertise to Agtegra

Agtegra Cooperative is pleased to announce the appointment of Rick Osterday as president of the board of directors. Rick, who has served on the Agtegra board since the merger in February 2018, is a lifelong farmer and rancher from Java, South Dakota. As a proud husband and father, Rick is dedicated to giving a voice to all farmers and to protect their financial interest and ensure long-lasting sustainability for all members of the co-op.

As a strong advocate and leader for the co-op, Rick says members of the cooperative recognize the value of a strong organization backing them and its ability to support farmers, their families and their local communities for generations to come.

ANNUAL MEETING RECAP

The 2019 Annual Member Meeting was held on December 18, 2019, with 105 members present. Agtegra Board President Hal Clemensen called the meeting to order at 1:30 p.m. at the Bath Innovation Center.

Highlights from the meeting include:
Electoral voting was introduced for the first year, with 18 percent of voting members submitting votes electronically.

Accomplishments from the year were also discussed, including the addition of Prescription Agronomics as a division of the cooperative, continued growth in the energy division, the completion of various location construction projects, recognition of the cooperative’s commitment to safety as proven by multiple safety awards and ranking in the top quartile in the industry and continued commitment to the communities Agtegra represents.

Upon adjournment of the official meeting, updates were presented by each member of the leadership team. Guest speaker Laura Edwards, South Dakota State University Extension Climatologist, provided a message to close the afternoon.

Election results are as follows:
At-Large Director: Lance Hanson
District 1 Director: Matt Johnson
District 2 Director: Heather Beaner
District 3 Director: Mike Clements
District 4 Director: Steve Pfeifer
District 1 Delegates: Justin Deutsch, Justin Freeland, Jeremy Haselhorst, Steve Kuecker, Casey Nilsson
District 2 Delegates: Mark Boekelheide, Logan Clemensen, Dave Jandel, Rory Troske, Eric Zell
District 3 Delegates: Jerry Busch, Liam McManus, Katherine Porter, Ronnie Prien, Harlan Smith
District 4 Delegates: Darwin Aman, Don Eberle, Andrew Hulm, ReEtta Sieh, Andy Weisser

Board Officer Election Results:
Rick Osterday, Board President
Glen Crawford, First Vice President
Matt Johnson, Second Vice President
Wally Knock, Secretary
Prevent fallow syndrome and maximize yields with our line of starter fertilizers

"We recommend our 8-20-5-4S starter fertilizer."
- Brad Ruden, Agronomy Technician Service Manager

Hear more from Brad by taking a photo of the code below.
We have the answers!

This growing season we are presented with many challenges and opportunities. One challenge that should be on the front of our minds is soil health. We lived two years of over saturation and waterlogged conditions that have changed our soil chemistry and biology. Remember, soil is a diverse living organism within the bounds of its chemical properties.

Because of the over saturation, many soils have changed growth and fertility availability potential. As a result, soils have been lacking oxygen for long periods of time and the following changes may have occurred:

- Microorganisms
- Oxidation
- Tilth

**Micro-organisms**

By having oxygen deprivation for long periods of time, we have killed off a lot of fungi and bacteria (micro-flora and fauna) that need oxygen to function. Fungi and bacteria play the following roles:

- Increase mineralization
- Root colonization and feeding (i.e. mycorrhizae and Bradyrhizobia)
- Impact clay mineral nutrient adsorption and desorption into soil solution
- Release nutrients at the end of their life cycle, timing it with the crop’s uptake periods

**Oxidation**

Cold, wet, deoxygenated soils have taken the soils’ chemistry to a different chemical state. As the soils come back to life with sunlight and springtime temperatures, it will oxidize as water recedes. What does this mean?

- Ground is in flux. Soil test levels, like Phosphorus, may be slightly erratic.
- Nitrogen is flushed from the root zone as a mass flow of water will move nutrients from the soil profile.

Visit with your local Agtegra Agronomist on how to plan to minimize these negative factors and maximize the new flushes of nutrients to allow for maximum success this year.

**Tilth**

With the soil profile being saturated all winter, it either allowed for a deep freeze where there wasn’t much snow cover or where there was snow cover, it didn’t freeze deep, if at all. Both situations drastically affect soil tilth either by loosening or compacting more depending where the soil didn’t freeze as much due to the weight of the surface cover.

For every inch of water or snow pack equivalent to an inch of water adds roughly a quarter million pounds per acre. So, the wide new lake beds covering a lot of acres with a foot of water had roughly three million pounds per acre compressing highly lubricated clays making brick layers somewhere in the depth of the soil profile.

Again, contact your Agtegra Agronomist on how to take advantage of better tilth, nutrient availability, or how to minimize the negative effects of too much saturation.
Agtegra Energy provides petroleum, propane and energy products and services to keep Agtegra Country running without interruption.

**FUEL PRODUCTS**
We help our customers make informed energy decisions carefully sized to their needs.

**BULK PROPANE**
We offer our customers bulk propane, plus a complete line of heating and cooling products and solutions.

**FUEL SERVICES**
From bulk delivery to on-the-farm tire repair, we keep your equipment up and running.

The Agtegra Fuel Business provides petroleum and energy products and services to keep Agtegra Country running without interruption. Convenience and customer service are the hallmarks of our commitment to serve our customers.

We offer several fuel options, from diesel fuel and gas blends to propane. You can buy your fuel in bulk, arrange for automatic delivery, or fill your vehicle at one of our locations.

**CONTACT US**
There are several ways you can get started with Agtegra Fuel. Your local Agtegra location can help, ask your Sales Agronomist for information and recommendations, or contact the Fuel Department in the Aberdeen office.

(605) 725-8580 | (888) 429-4902

**GO TO AGTEGRA.COM/ENERGY FOR MORE INFORMATION**
As farmers across the country rush to clear last year’s grain from their bins, the number of grain bin deaths is spiking. In the wake of these catastrophes, Agtegra would like to share the warnings of the entering grain bins. Agtegra takes every precaution when it comes to the safety of employees, the farmers we support and the first responders who will ultimately be called in if and when an occurrence takes place.

“Just in South Dakota, we’ve been called to three,” said Beth Locken, director of safety and environment. She also stated that these events were in the past seven years, and that the cooperative has a rescue team and keeps a close relationship with city and rural fire departments while also outfitting them with life-saving equipment.

“With wet grain (and the) weather conditions, it's no surprise. Put the stuff in wet and the damn stuff gets hung up on the sides,” said Michael Roemmich, a lieutenant with Aberdeen Fire & Rescue. “But going in grain bins is just asking for trouble.”

Agtegra also staffs a Technical Rescue Team managed by Cody Bonn. The team, which has been deployed for the past eight years across Agtegra’s trade territory to assist both community members and employees in emergency situations involving high angle rope rescue and grain engulfment rescue.

“This part of my job is great because it is fast paced and ever changing,” Bonn said, “I like being able to help locations when they are in need, solving problems, being a reliable resource for our employees when needed, and most importantly, getting the work done.”

“Cody Bonn and his team are great. If you're going to learn-learn from experts,” Roemmich said. “To be honest we co-op trainings with them. They extend a hand when they have trainings. We take an active role in doing that. When we have active training, we call them up. They know our capabilities; we know their capabilities. The reality is that if something happens, we are all going to be there.”
Members of Agtegra’s Technical Rescue Team (TRT) from Highmore, S.D. were contacted Friday, March 6 just after 4 p.m. regarding a grain bin entrapment southwest of Harrold, S.D. Other members from the TRT were dispatched along with two rescue trailers – one from Huron and one from Highmore. Upon arrival, the Pierre and Harrold Fire Departments had deployed rescue tubes around the victim and were able to start relieving some of the pressure from his chest. Due to the location of the farmer and the way he was positioned, two additional tubes and rescue augers from both Agtegra TRT trailers were used. The Pierre Fire Department, Harrold Fire Department, and Agtegra TRT worked until approximately 8:30 p.m. when the farmer was successfully removed from the grain bin. While tired and weak, the victim was able to communicate with EMTs for the duration of the rescue. He was transported via ambulance to the hospital for further evaluation.

According to Beth Locken, Agtegra Director of Safety and Environmental, “for the three entities never having worked together or even met, for that matter – the teamwork and communication was incredible. We are definitely proud of our responding TRT members for the amount of expertise they provided surrounding grain quality, angles of repose, grain rescue equipment, and bin cutting. Cutting bins is always a questionable move but our team was able to discuss all potential hazards with the FDs to help them fully understand issues that can arise from certain cuts.”

**AGTEGRA TRT ASSIST IN GRAIN BIN ENTRAPMENT EMERGENCY**

**TRT Responding Employees were:**
- Quenton Lau - Maintenance
- Josh Mills - Maintenance
- Josh Pechacek - Highmore Grain
- Casey Little Thunder - Highmore Grain
- Jacob Wipf - Huron Corn
- Kevin Hutchinson - Huron Corn
- Beth Locken - Safety
- Sam McCloud - Lebanon
SEED SELECTION
How to use last year's results to inform this year's decisions

JOHN KINNARD
SENIOR MANAGER, DATA TEAM SERVICES
WINFIELD UNITED

The out-of-season months are a great time to review seed performance data to help inform decisions for spring planting. The latest Answer Plot® trial results are in, and despite the challenges of 2019, there were some standout soybean varieties that consistently performed well across test locations.

What we learned about soybeans
There was more variability in Answer Plot data this season than we've seen in recent years. The environmental stresses soybeans faced in 2019 gave us an opportunity to see the limitations of some varieties and the resiliency of others. WinPak® varieties by CROPLAN® seed proved to have the edge in a year with so much unpredictability. The diversity of WinPak varieties can help balance the extreme stresses crops face and help deliver consistent performance in tough conditions. The following soybean varieties stood out from the rest based on results from 2019 Answer Plot trials.

As you choose soybean varieties for next season, it seems that the most logical place to start is with the question, “What is my most limiting yield factor?” If it’s disease, you should start by assessing the disease resistance and seed treatment options available for different soybean seed varieties. Protect high-value soybean seed from early-season disease and insect threats with Warden® CX seed treatment. If weeds tend to limit your yield potential, start by looking at what herbicide-resistant trait platform works best for your acres.

Don't rely on just one year of data
You might be wondering if you can trust the results of this year's yield data. There were things to learn about how individual products performed this year, but it's never a good idea to make decisions based on one season of data. My best advice is to take a more holistic view of seed performance by looking at historical data spanning several seasons. Since we don't know what stresses crops will face next year, it's impossible to say that this year's winners will also be at the top of the podium next season.

Agtegra carries multiple seed genetics in the following brands:

Dekalb    Asgrow    Curry    NK    Croplan    Credenz
How to use last year’s results to inform this year’s decisions

CUSTOM APPLICATIONS
Agtegra offers the largest custom application fleet in the region – custom applying nearly 4 million acres every year.

- Aerial Application
- Crop Protection Application
- Fertilizer Application
- Double Shot Application
- Strip Till

WINGS & WHEELS
READY TO APPLY YOUR PRODUCT

CUSTOM APPLICATIONS
Agtegra offers the largest custom application fleet in the region – custom applying nearly 4 million acres every year.

- Aerial Application
- Crop Protection Application
- Fertilizer Application
- Double Shot Application
- Strip Till
**Agtegra donates N95 masks to area healthcare facilities**

Agtegra has been taking inventory at all locations to compile as many N95 respiratory masks as possible to donate to area healthcare facilities, and nursing homes. The initiative began last week after many region hospitals and clinics reached out due to a lack of safety supplies. Agtegra donated 600 masks to Avera on Friday and have plans to donate approximately another 3,700 masks this week.

"It is essentially important for communities to band together right now with every resource possible," said Agtegra Director of Safety and Environmental Beth Locken. "The healthcare providers in our communities help protect and care for our neighbors, friends, family members, patrons, and colleagues. The more we work together and assist our healthcare providers when needed, the faster we can help move past this." Many area healthcare facilities and nursing homes have stated that they may run out of supplies in the next week or two. To date, supplies have or will be delivered to South Dakota facilities in Aberdeen, Bowdle, Chamberlain, Faulkton, Huron, Mitchell, and Redfield, and to Oakes, North Dakota.

Agtegra will continue to inventory supplies and assist facilities in need as communities deal with the COVID-19 virus. In addition to the mask, Agtegra is taking inventory of Tyvek suits and eye-wear and will donate those as supplies come in.

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**Avera St. Luke's Hospital**

March 20 at 2:41 PM - 🌟

"You are making a difference in ways you don't even realize. You are very much appreciated." - 2 Corinthians 9:8

Saying we have the best businesses in our community was such an understatement yesterday.

Thank you, thank you, thank you to Agtegra, Walmart Aberdeen - 7th Ave SE, and Smile Solutions for thinking of Avera and our employees!

Agtegra dropped off approximately 600 N95 respirators to the hospital. Smile Solutions graciously donated face masks. Walmart made the day of some of our employees with a donut delivery.
Prescription Micro-nutrients
10% Zinc can be used on all crops as an additive in fertilizers, it is a chelated solution of zinc and it prevents and corrects zinc deficiencies. 10% Zinc is safe on foliage, alleviates plant stress and provides essential micro-nutrients.

10% Zinc may not be compatible with some liquid fertilizers formulations.

- Increased nutrient availability and efficiency
- Citric Acid chelation to help make zinc more available to plants
- Complexed with Gluconate to increase zinc availability
- Promotes crop health and growth
- Readily mixes with polyphosphates and UAN solutions
- Very economical zinc solution

Want more information?
(605) 426-6899 or 888-302-0065
Growers are very familiar with key terminology when it comes to crops. Words like maximize, optimize, and potential are common when it comes to getting the most out of yields, and with good reason.

It is important to understand the science behind your crops to maximize and optimize your efforts. While there is no replacement for good old-fashioned hard work and knowhow, using state-of-the-art ag technology can only help boost growth potential and acre yield.

As with most biological systems that we manage for an end goal in mind, it is important to have a baseline to know if crops are trending towards the predetermined goal throughout the growing season. By having a comparison, small course corrections can be made to positively impact your ROI on every acre of your operation,” said Adam Butcher, Agtegra’s South Region Sales Manager.

At the end of the day, it is about increasing profits. Agtegra is focused on helping customers increase yields and has connections to companies like WinField United® to bring ag tech tools to members to ensure they have every advantage when it comes to in-season decision making. Taking advantage of WinField United’s tissue and soil sampling tools could be the difference between a mediocre year and an exceptional harvest.

Butcher, who has been with Agtegra for more than three years, also said, “we consistently see through soil and tissue sampling nitrogen, zinc, sulfur, and boron deficiencies can limit yields. In the very early life of the crop, nitrogen and zinc are deficient and later in the season, nitrogen, sulfur, and boron are deficient. All of these nutrients are critical to crop development and grain production. To help predict and anticipate these season to season deficiencies, it is highly recommended to enroll in a consistent soil and tissue sampling program to have actionable, localized data that generates long term intelligible trends to maximize ROI on each field, management zone, and acre.”

WinField United has one of the most extensive tissue sampling databases of any agricultural company, which is helping accelerate agronomic research for nutrient management. In addition,
WinField United’s soil and tissue testing laboratory, SureTech™, is driving research to evaluate soil and plant health to help deliver actionable holistic nutrient management insights to farmers. Butcher indicated the most common question he receives from the field is “What will this added cost really gain me that I didn’t already know?” “My challenge to each grower is to think of your acre as a person. There are key times in every person’s life where physicals and simple blood tests can help prevent major long-term health issues and maximize an individual’s overall peak health. Soil and tissue sampling are really no different. We are taking snapshots at core times to evaluate the crops’ health, tying that to our agronomist’s expert diagnostics, and making slight course corrections to maximize future potential through proper soil and plant nutrition,” said Butcher.

According to a recent study, it has been estimated that 20-30 percent of crops potential yield is lost due to fertilizer deficiencies. A good plant sampling program could detect these deficiencies early enough to correct the problem and alleviate the yield loss.

Not only can tissue sampling help you this season, because of the data collected, it can help you going into next season and beyond. That’s because, sampling a crop periodically during the season or once each year provides a record of its nutrient content that can be used through the growing season or from year to year.

The R7® Tool by WinField United is an industry-leading decision ag solution that provides unbiased product performance, information and critical field data to help farmers optimize ROI potential. The R7® Tool uses satellite imagery and soil maps to reveal variability across a given field. Then, it uses both local and national Answer Plot® data to show how varieties respond to cropping systems and management factors in similar regions. This information can be used to develop a short list of appropriate hybrids and varieties, then produce a personalized strategy to help you optimize yield potential and defend that yield throughout the season.
“Big or small, the Innovation Center cares about their customers and the growers that they’re working with. You’re their top priority and keeping you up and running is their number one goal.”

– Alex Boekelheide
Grower

SERVICES & EQUIPMENT MODIFICATION
PRODUCTS & SUPPORTED TECHNOLOGIES
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