

# NEW VISION

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## Directory

### Agronomy & Seed

Brewster:	Court Baumgard Mark Eisfeld Melanie Krumbach Cullen Walser Denny Weber
Heron Lake:	Jared Knips Gerald (Berr) Hubbling
Hills:	Blake Crawford Andy Krueger Dave Leenderts
Jeffers:	Brandon Davis
Lismore:	Kyle Wiese Blake Rogers

### Feed

Brewster:	Brenda Appel Rhonda Baumgartner Randi Colby Neil Cuperus Doug Garry Al Prins Bob Prins Grant Prins Micah Rupp Paul Smit Erika Vizarraga
Magnolia:	Nate Stamer
Windom:	Scott Scholtz
Worthington:	Shad Jacobs

### Grain

Adrian:	John Palaschak
Alpha:	Dennis Lawton
Beaver Creek:	Bert Verhey
Brewster:	Jim Den Hartog Deb Gerdes Kevin Hietbrink Nathaniel Klassen Keith Newman Jessica Reitmeier John Varley
Dundee:	Kevin McBreen
Ellsworth:	Jared Hinsch
Heron Lake:	Gary Sebby
Hills Terminal:	Justin Meyer
Jeffers:	Roger Hemiller
Magnolia:	Nicholas Mark
Marna:	Brian Holmseth
Miloma:	Wayne Hartwig
Mt. Lake:	Phil Bahr
Reading:	Glenn Crowley
Wilmington:	Becky Remakel
Windom:	Patrick Gordon



## Manager's Report

By Frank McDowell, CEO

The audit for the fiscal year ending August 31, 2018 is complete and exceeded our budget projection. This was due to all departments performing better than budget expectations in spite of the challenging weather. The Board of Directors has approved a Member Loyalty Program that provides you the opportunity to receive 100% of your 2018 earnings allocation in cash. Additional details are included in this newsletter and Chairman Hansberger's article.

The Miloma grain dryer and additional unloading pit were in-service ahead of harvest as planned. The Brewster sampler and load out spout and scale project, Marna loadout project and Magnolia remodel projects are in progress and should be complete by the end of the calendar year. We will continue to evaluate projects that will improve operations but none are planned at this time.

Last year's newsletter contained articles on several long term employees' retirement. New Vision is very fortunate to have many experienced and new employees that provide you with the expertise, products and services you need to meet your livestock and crop production goals. Our current job openings are posted in this newsletter. If you know of anyone interested in these positions, or would like additional information, contact Katie Meyer at 842-2021.

This year has been a test of everyone's patience and perseverance. I would encourage you to remember that tough times don't last and agriculture will reset itself with the arrival of spring in 2019. On behalf of New Vision's employees and myself, we are looking forward to turning the calendar from 2018 to 2019.

Attending your Annual Meeting on December 10 is one way to celebrate the end of the year. If you attend you will see and hear about New Vision's first twenty years of operation, hear grain production commentary live from Brazil if the Internet cooperates and get a look at the Eco Bus Planetarium New Vision members helped purchase. There will also be reports from Tim Hansberger, Chairman and myself. The meeting will be held at the Worthington Event Center for the second year in a row so plan to attend. It is a great venue!



# Grain News

By Keith Newman

## POST HARVEST OF 2018

With the harvest about complete, it certainly looks like yields overall are disappointing, especially for corn. The wet, challenging planting season carried over into the growing season and into harvest causing lower yields because of too much water and delays in harvest. By the end of this harvest, I would anticipate that New Vision will have a total of 2.9 million bushels of corn on the ground at 4 locations compared to approximately 6.0 million a year ago. Approximately 1 million bushels of this year's ground piles will be covered at New Vision's Marna location. This will allow New Vision to carry it longer to provide better marketing opportunities. New Vision's ground pile retrieval goal is the 1st of the year. I see no reason why we shouldn't accomplish that goal in 2018. We have less corn outside and rail service has been good on the Union Pacific and BNSF.

In most cases, producers have experienced lower corn and soybean yields than the last 3 years, finding themselves with fewer bushels to sell. Southwest Minnesota has experienced about the worst case scenario possible with the unfortunate combination of lower yields locally and low grain prices due to large production nationwide and worldwide. Any year this would pose enough of a challenge but trade policy issues with China has added to a challenging marketing situation. Crop insurance and trade relief money will help soften the blow but local farmers will still have a tough economic situation. Even with this scenario, it is important to watch global fundamentals for direction in the grain markets. We would continue to recommend selling rallies in the market. Worldwide fundamentals in both corn and soybeans suggest minimal price movements to the upside going forward.

New crop 2019 grain sales should also be considered. If December 2019 corn futures reach the 4.15-4.20 level and November 2019 soybean futures reach the 9.50-9.75 level, new crop 2019 sales should seriously be considered. Attached with this newsletter are details of a grain marketing pool program being offer by New Vision Coop that you may consider for some of your remaining 2018 crop along with some of your 2019 crop. Please look at the pool program details and call Jim Den Hartog, John Varley, Nathan Klassen or myself for answers or to implement a risk management strategy for your 2018 or 2019 crop.

Thanks again for your support of New Vision Coop and we wish you a happy Holiday season. I look forward to doing business with you in the New Year.

## OFFICIAL ANNUAL MEETING NOTICE

The twentieth annual membership meeting of New Vision Co-op will be held at the Worthington Event Center, 1447 Prairie Drive, Worthington, Minnesota on Monday, December 10, 2018 at 1:30 PM. The order of business will be:

- (1) Proof of notice of meeting.
- (2) Reading and approval of minutes.
- (3) Election of Directors.
- (4) Annual reports of officers and committees.
- (5) Other business.
- (6) Adjournment.

Refreshments will be served at the conclusion of the Annual Meeting.

A certificate redeemable for a ham at W 2 Meats will be given to members and equity holders that attend the Annual Meeting.

Sincerely,

Matt Gohr, New Vision Coop Secretary-Treasurer



## Board Room News

By Tim Hansberger, Chairman

Happy Thanksgiving! I hope everyone had a safe harvest and was able to get all their fieldwork done before winter sets in. New Vision Coop’s Board of Directors attended the audit meeting on September 28th to review our financial results. We had a successful year and will be paying patronage on business done during the fiscal year ending August 31, 2018.

The Board of Directors approved the payment of 50% of the patronage in cash and an allocation of the remaining 50% to member’s equity. This is identical to our last four earnings allocations. What is different about this year is it seems like the weather and the markets both worked against us.

In response to the challenges caused by the weather and grain markets, the Directors approved a Member Loyalty Program in order to give members the opportunity to receive 100% of their equity allocation in the current year. In order to participate in The Member Loyalty Program, you must return your endorsed patronage check. Your returned check will be matched to your 50% allocated equity and both will be credited to your account. The cash portion and equity can be used in your New Vision Co-op account for prepaid agronomy or feed products or services. More details about the Member Loyalty Program are included in this newsletter and will be available at the Annual Meeting. This is another example of the value earned by your support and provided because of the financial strength of your cooperative.

The Annual Meeting of New Vision Co-op will be held Monday, December 10th at 1:30 PM in the Worthington Event Center. In addition to patronage checks and hams, three directors are up for reelection and are running unopposed. These directors are: Mark Overgaard District 1, Chad Wieneke Vice-Chairman District 2 and Kelly Dunkelberger District 4. To learn more about these directors, please see their profiles included in this newsletter.

I know I’m not the only one happy to have the 2018 growing season behind them. I look forward to seeing you at the annual meeting and know that next year will be different.

## INTRODUCING NEW VISION COOP’S 2018 MEMBER LOYALTY PROGRAM

**\*\*IMPORTANT INFORMATION BELOW. READ BEFORE CASHING YOUR PATRONAGE CHECK\*\***

In consideration of the difficult farm economy and New Vision Coop’s financial progress, the New Vision Coop Board of Directors has approved the 2018 Member Loyalty Program.

Your patronage check amount is based on your business volume during the fiscal year ending August 31, 2018. The remaining 50% was allocated to you as equity in New Vision Coop. Your 2018 allocated equity is eligible for retirement according to the following terms:

1. You must endorse your patronage check, including the language “Payable to New Vision Coop” and deliver it to one of the following New Vision office locations: Hills Terminal, Brewster or Jeffers by the close of business on Thursday, January 10, 2019.
2. The entire proceeds of the cash patronage and equity retirement must be applied to your New Vision Coop trade account for prepaid agronomy or feed products or services.
3. These funds are not eligible for refund.
4. New Vision is not responsible for lost or delayed mail.

If you deposit or cash your patronage check, you are no longer eligible for the 2018 Member Loyalty Program.

This proposal provides New Vision members access to 100% of the 2018 earnings allocated to members.

On behalf of the New Vision Coop directors, I want to thank you for your continued support. We are building a strong cooperative that delivers Service and Value Every Day!

Tim Hansberger, Chairman, New Vision Coop Board of Directors

# 2018 Director Election Information

The following director terms expire at this year's annual meeting. They are running unopposed. The members will be asked to pass a unanimous ballot during the annual meeting.

Mark Overgaard, District 1: The area west of the Rock/Nobles County line extended north and south.

Chad Wieneke, District 2: The area between Rock/Nobles County line extended north and south and east to Nobles County Road 9 (aka McCall Avenue) and Murray County Road 34 (aka 180th Avenue) extended north and south.

Kelly Dunkelberger, District 4: The area east of Jackson County Road 9 (aka 375th Avenue) and Cottonwood County Road 5 (aka 380th Avenue) extended north and south.

## Meet the Candidates



### **Mark Overgaard**

Mark Overgaard represents District 1 and farms in Rock County.

#### **Describe your farm operation.**

I started farming in 1978 with my brother Loren. We are in the process of integrating my sons Matt and Nick into our operation. We raise corn and soybeans in Rock County.

#### **Describe your education/work experience that you feel would benefit New Vision's membership.**

I attended country school in Kanaranzi and then transferred to Luverne Public School. I was a board member at Magnolia - Kanaranzi Coop. I served as Treasurer of Kanaranzi Township and currently serve as Chairman of Luverne Township. I have represented New Vision's District 1 members for three years.

#### **Why are you running for re-election to the New Vision Coop board?**

I am interested in helping the next generation of farmers get established in farming.

#### **What are the biggest challenges facing New Vision Coop?**

Balancing growth, profitability and returning equity to members.

#### **What can you contribute to solving these challenges?**

I think the cooperative has a good track record and momentum. I think I am a team player and will use my work experience to evaluate options and make the best decisions for New Vision members.

#### **What have you learned about serving as a New Vision director that benefits New Vision's members?**

How important teamwork is to all the New Vision's stakeholders. It's

great to be part of the decision making process with management and implement plans that benefit our employees and members. I also appreciate seeing the value of these investments shared with employees through more efficient and cleaner facilities and members through better customer service and patronage.

I have learned that when everyone works together everyone benefits and it's great to part of the process and sharing the value.

#### **Do you have any last comments to share with the New Vision members?**

I believe the cooperative business model helps farmers prosper. I think New Vision's future is very promising and supporting your local cooperative is good business.

I am grateful for the opportunity to serve New Vision's members and appreciate their support.



### **Chad Wieneke**

Chad represents District 2 and farms between Adrian and Lismore.

#### **Describe your farm operation.**

I own and operate Wieneke Dairy with my brother Kevin and dad, Dale. We also raise corn, soybeans, alfalfa and operate a custom feed lot.

#### **Describe your education/work experience that you feel would benefit New Vision's membership.**

I have been involved in farming for many years so it's easy to relate to what is important to New Vision's members. We manage employees in our operation and that experience is valuable in the board room.

*continued on page 5*

Chad Wieneke continued from page 4

It doesn't seem like it but I've been on the New Vision Board for seven years. I served two years as secretary-treasurer and in my first year as Vice-Chairman.

**Why are you running for re-election to the New Vision Coop Board?**

I want to do my part to make New Vision a strong and profitable cooperative for the next generation.

**What are the biggest challenges facing New Vision Coop?**

The reduction in farm profitability has created a challenge to find services and products that are competitive in price and still provide value to New Vision's members. It is also a challenge to find people willing to serve on the board.

**What can you contribute to solving these challenges?**

My years of farming experience, ability to understand farm economics and relate to our members' and willingness to share ideas with fellow directors usually gets good results.

**Do you have any last comments to share with the New Vision members?**

I have enjoyed serving the New Vision membership for the past seven years. I have been able to apply my work experiences to benefit some board situations and have been able to apply some of my board experience to our farming operation. I think that's a healthy indication that the relationship is working. I would like to thank the membership for their support and their confidence they have in the New Vision Board and me .



**Kelly Dunkelberger**

Kelly represents District 4 and farms near Jeffers.

**Describe your farm operation.**

We raise corn and soybeans and also have a cow/calf operation on a four generation farm.

**Describe your education/work experience that you feel would benefit New Vision's membership.**

I was employed as a service department manager for a GM dealership for 18 years until I accepted a position with Farmers Coop Oil Assn in Jeffers MN as their general manager.

Farmers Coop Oil is a petroleum coop and I maintain all day to day functions. When I am not working for Farmers Coop Oil, I am farming.

**Why are you running for re-election to the New Vision Coop board?**

I feel I can positively affect the governing decisions that need to be made.

**What are the biggest challenges facing New Vision Coop?**

There are many I am not ranking them in order but I will start with future EPA regulations, maintaining aging facilities, upgrading rail locations and adding grain storage.

**What can you contribute to solving these challenges?**

Keeping an open mind on every issue I am presented with and find the best way to deal with it. For me, I look at what's best for New Vision as a company and what's best for the patrons and move forward.

**What have you learned about serving as a New Vision director that benefits New Vision's members?**

There are a lot of moving parts to New Vision Coop. You need a lot of good employees and New Vision has them. As a board member, we work closely with CEO Frank and CFO Cheryl and department managers as well. When there is a need for board input regarding any department, there is usually a request and an exchange of ideas and questions, then a motion is made and we vote.

**Do you have any last comments to share with the New Vision members?**

I have enjoyed serving on the board for the past 9 years. I appreciate the opportunity to represent New Vision Coop's members and am looking forward to the future.

**Current Open Positions at New Vision:**

- Agronomy Sales – Jeffers
- Custom Applicators – Brewster, Hills, & Jeffers
- Feed Accounting & Customer Service Specialist – Brewster
- Feed Maintenance Technician - Magnolia
- Feed Production Technician –Worthington (night shift)
- Feed Ingredient Truck Driver – Magnolia or Worthington
- Feed Truck Drivers – Magnolia & Worthington
- Grain Elevator Operator – Miloma
- Grain Originator - Brewster
- Shuttle Site Supervisor – Heron Lake

For an application, go to: [www.newvision.coop](http://www.newvision.coop). You can also contact Katie Meyer in Human Resources at 507-842-2021 or [kmeyer@newvision.coop](mailto:kmeyer@newvision.coop).

Adrian (507) 483-2110 Alpha 507-847-4162 Beaver Creek (507) 673-2388 Brewster (507) 842-5944 Dundee (507) 468-2416 Ellsworth (507) 967-2565 Heron Lake (888) 792-2301 Hills (507) 962-3221 Hills Terminal (507) 962-3243 Jeffers (800) 882-9772 Lismore (507) 472-8233 Marna 507-943-3345 Miloma 507-793-2328 Mt. Lake (888) 427-2423 Reading (507) 926-5185 Wilmont (507) 926-5141 Windom (888) 294-6366 Worthington (800) 657-3200



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## Website Update!

*Watch for the debut of the newly-redesigned New Vision Co-op website! In the coming weeks, we will be rolling out our new eye-catching website, designed to be easier to use with all devices – smart-phones, tablets, and computers. All of the things that were on the old site will be there, with some additions like online feed ordering, online job applications and more! Watch our website, [www.newvision.coop](http://www.newvision.coop), for more information as we get closer to launch.*



Helping to preserve the proud traditions of farming for future generations

**"Many farm owners are struggling with the high cost of health care. This is an alternative."** -40 Square Member 2018



**Open Enrollment**  
**November 1 - December 19, 2018**  
Coverage effective January 1, 2019

**Offering health plans for Minnesota's agricultural community and their employees with an extensive provider network**

- Multiple health plans available - HSA-compatible options available
- Prescription drug and telemedicine benefits included with every plan
- Personal service for navigating the complex health care system and cost comparison information for procedures
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