

SUMMER 2024

AGBIZ

INNOVATIVE AG SERVICES CO.

GROWING RELATIONSHIPS TO MAXIMIZE SUCCESS®

What's Inside

Ken Smith, CEO Shares IAS Update

Generations Strong: Butler Family

Summer Safety

Division Updates

Burn Down Days

Customer Appreciation Events

And more...



CONTENTS

SUMMER 2024

- 3 IAS Cooperative Update
Adding Value, 45Z, Capitol Projects and More
- 4 Generations Strong:
The Butler Family Partners with IAS
- 6 Human Resources Division
Employee Strong
- 7 IAS Promotes Rollinger
VP of Business Operations
- 8 The IAS Brand
Rooted in Legacy and Innovating for Tomorrow
- 9 Agronomy Division
Crop Outlook, Weed Control and Carbon Scoring
- 10 Safety & Compliance
Summer Safety
- 11 Feed Division
New Dairy Production Specialist and Burn Down Days
- 12 Customer Appreciation Events
- 13 Energy Division
Oil, Diesel and Propane Markets
- 14 Grain Division
Meet the Grain Team



The AgBiz is a publication for Innovative Ag Services members and stakeholders. If you have feedback, suggestions or content you would like to submit for future IAS communications, please email hello@innovativeag.com or call (319) 465-2022 ext. 1065.

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IAS Cooperative Update

KEN SMITH, CEO



Let me start by thanking you for your business and support of Innovative Ag Services. You have many options on who you work with, and we are honored that you work with us. Your activity with your cooperative helps to maintain good assets and fantastic people. You also have a voice in your cooperative and share in the success. Our team works diligently to find ways to serve you in an effective and efficient manner. In this edition of the AgBiz, you will see updates from our team on where we see different aspects of Ag business going and ways we can help. You'll also see a team that is working hard to advance your business.

I am passionate about our team working to create opportunities to increase the value of your operation. We are here to serve. One of the challenges I have given to our team is to have more interaction with you. In my experience, it takes time to really understand the needs of your operation. Each individual is different in what they need from us. Thanks for your help and patience with this. I would be interested in how we are doing in this regard. Please feel free to reach out to me at ksmith@InnovativeAg.com.

One of the items I wrote in my last AgBiz article is that your cooperative will help navigate the 45Z opportunity for grain producers. It appears that guidance will come later than I hoped, as it will come near the end of the year. As a reminder, the 45Z is also known as the Clean Fuel Production Credit. In 2022, the federal government enacted



the 45Z tax credit. This credit incentivizes ethanol plants to reduce their carbon intensity (CI) score. When their score goes below 50, tax credits start to kick in. The ways an ethanol plant can lower its CI score through the GREET model are Carbon Capture Sequestration, Carbon Capture and Utilization, Climate-Smart Agriculture Practices (e.g.,



no-till, cover crops, non-synthetic fertilizer use), Renewable Natural Gas and Renewable Electricity. For every carbon intensity point reduction below 50 CI, ethanol plants are given a \$0.02 per gallon tax credit, up to \$1 per gallon if wage and apprenticeship requirements are met. The ethanol industry was built on the expectation of five to ten-cent gallon margins; this incentive is significant.

We expect that ethanol plants (including our plant at Pine Lake) will incentivize corn producers to help document and verify Climate Smart Practices. This starts with deliveries in the calendar of 2025. We did get some glimpse of what that opportunity may be through guidelines on 40B. 40B references Climate Smart Ag practices for the production of Sustainable Aviation Fuel (there is some thinking that 45Z could be similar.) We did see the definition of farming practices as Climate Smart: This was referenced as 1) Cover Crops, 2) No-Till, and 3) Enhanced Efficiency Fertilizer. One of the requirements is that all three practices must be used to qualify. While this bundling severely limits the acres that could qualify, it is certainly possible that 45Z will not require this. The USDA has asked for a Request for Information on 45Z, and we will submit a response. We will keep you updated as we get guidance.

While we received too much rain in spots of our territory, most areas have great yield potential. Our area is likely reflective of U.S. corn and soybean yield potential, and this is weighing on price. It certainly appears as if we are heading into a tougher part of the margin cycle. We recognize the importance of maintaining competitive pricing and prices; our team is committed to delivering value to your operation.

...continued on page 7

GENERATIONS STRONG: *THE BUTLER FAMILY PARTNERS WITH IAS*



“I’ve been working with IAS for 20 plus years...on grain marketing and most of my corn is sold through the ethonal plant in Pine Lake. I’m happy how they work with me, and how they have helped me with different contracts throughout the years.”

JEFF BUTLER, ELDORA, IA



In the heartland of Iowa, the Butler family farm stands as a testament to generational farming and the strength of partnerships with Innovative Ag Services (IAS). This thriving farm, managed by Jeff Butler and his son Beau, has a rich history and a promising future, all while benefiting from the support and services provided by IAS.

The Legacy of the Butler Farm

Jeff Butler returned to the family farm in Eldora, Iowa, in 1998, transitioning from a career at Dekalb to work alongside his father. Initially, the farm included hogs, a cow-calf operation, soybeans, and alfalfa, but it has since shifted to focus solely on grain farming. Jeff reflects on this transition, emphasizing the importance of hands-on work and the value of being outdoors.

“I made the decision to come back to the family farm in 1998. I worked for Dekalb for eight or nine years and as I moved up in the company, the more time I spent in the office and less outside. I missed being outside, working with my hands,” Jeff shares. His connection to the farm is deeply rooted in family tradition and a love for agriculture.

Partnership with Innovative Ag Services

The Butler family’s relationship with IAS has been instrumental in their farming operations. Jeff explains that his father initially used IAS for livestock feed, but Jeff expanded their partnership due to the superior service provided by IAS’s agronomists and managers. “I mainly made the switch to IAS because of the agronomist and manager. They came out to talk to me, and I wasn’t happy with my service from the previous retailer,” he explains.

One of the significant advantages Jeff highlights is the tailored approach IAS takes to soil fertility and crop management. “They use an independent supplier that matches our soil fertility needs to create a prescription for our crops. They were able to save me money using agronomy technology, and they were competitive in their price,” he notes.

Beau Butler, Jeff’s son, echoes his father’s sentiments. After completing two years of college at DMACC, Beau returned to the family farm, eager to contribute to its growth. He appreciates the comprehensive support IAS provides, especially during busy times. “It’s nice to know when they call, they care about us and want to do whatever is best for our family,” Beau says.

Grain Services and Market Navigation

Rob Hines, a grain originator from IAS in Hubbard, Iowa, underscores the importance of staying informed in a constantly changing market. He emphasizes the rewarding experience of building relationships with farmers and the crucial role of grain marketing. “My time at Innovative Ag Services has been a very rewarding experience in building relationships with farmers and really just understanding the relationship between a grain buyer and a farmer,” Rob states. His advice to farmers is to remain informed to make the best grain marketing decisions.



“My time at Innovative Ag Services has been a very rewarding experience in building relationships with farmers and really just understanding the relationship between a grain buyer and a grower. If I could offer any advice to farmers, I would say to stay well-informed, especially in 2024, as the market is constantly changing. Farming is incredibly hard work, so it’s important to make the best grain marketing decisions to honor that effort.” ROB HINES, GRAIN ORIGINATOR

Jeff Butler also values the grain marketing services provided by IAS. He notes that IAS has helped him navigate different contracts and market most of their corn through the Pine Lake Ethanol plant. “For us, it’s convenience; it’s not that far away. They work with you. They’ve made upgrades to the facility, so unloading is faster than it was 15 years ago when it opened,” Jeff explains.

A Bright Future Ahead

The Butler farm is not just a piece of land; it’s a legacy that continues to grow with each generation. Jeff expresses pride in his son Beau’s decision to pursue farming, and the family is committed to expanding their operations to support future generations. “I’m pretty proud of what Dad and my grandpa started years ago, including my son, Beau, and his decision to make farming his career choice,” Jeff shares.

As the Butlers look to the future, they recognize the importance of technology and resource management in modern agriculture. Beau emphasizes this point: “Technology in agriculture allows us to be more efficient and frees up time for other tasks. As the labor shortage continues, I believe technology will become even more crucial to the future of farming.”



“My favorite part about farming is the whole process, from working the ground in spring, planting, spraying and harvesting – I just really enjoy it all.”

BEAU BUTLER, ELDORA, IA



The Butler family exemplifies the success that comes from generational farming and strong partnerships with trusted allies, such as Innovative Ag Services. By collaborating, farmers can uphold their rich history while also embracing the advancements of modern agriculture.

Pictured:
Jeff Butler, Eldora, IA
Beau Butler, Eldora, IA
Rob Hines, IAS Grain Originator

Written and photos by:
Shelby Wartick, Communications Director



Scan or go to
[InnovativeAg.com](https://www.innovativeag.com) to
see the full interview.

Employee Strong

CARLA ELLIOTT, VP OF HUMAN RESOURCES



As I write this today, IAS is in a great position to grow our business through the talented people we have. Recruitment has been extremely positive with multiple candidates coming in for the majority of the positions we have had open. We are trending to an all-time low. Are there a couple of tough positions to fill yet? Yes, you are always going to have a few, but overall WOW what a shift. I believe the shift in applicant flow is several things. First, there was COVID-19, people were afraid to change jobs with all the business volatility, and that instability made people fearful, the risk of taking on a new position and then having a business close was at the forefront of everyone's minds. The fear for most is not there any longer. Two, we have been working diligently to rebrand IAS as an employer of choice, and part of that is the benefits

and compensation we offer, and the stability this Ag retail industry can have, three, besides doing some different types of recruitment through digital advertising, and building up our high school and college outreach programs, we have the best recruitment resource a company could ask for, our people. They continue to be one of our most successful sources; they believe in IAS and are bringing us great candidates.

Investing in the development of our staff continues to be a focus. Taking advantage of this opportunity, we are intensifying our internal training programs to develop employees and prepare them for career advancement, in addition to technical and leadership skills, soft skills and interpersonal abilities are a focus. We like to promote from within.

This continued investment in development will aid our employees in an extensive list of areas; below is a sampling of areas impacted by these continuous improvement initiatives.

Sampling of Areas Impacted by IAS Human Resources Continuous Improvement Initiatives

1. Adaptability

Developing the employee's ability to adapt to change, navigate challenges, and remain resilient. Their ability to adjust to evolving circumstances becomes a valuable asset.

2. Effective Communication

Strong communication skills foster collaboration, teamwork, and efficient problem-solving.

3. Critical Thinking Skills

Developing these skills can help an employee grow in approaching complex problems, finding innovative solutions, and contributing to the organization's success.



4. Time Management

Efficient time management ensures productivity and project completion.

5. Positive Attitude

Positivity influences team morale and productivity.

6. Leadership Abilities

Leadership qualities are essential, formal, or informal. It is important to have the skills to mentor others.

7. Teachability

Employees who actively seek learning opportunities contribute to growth.

As I reflect on where we have been and where we are now over the 12-plus years of my tenure I am confident that our business will continue to grow with the team we have in place. Our employees have an unwavering commitment to this industry and believe that passion will create sustained success for IAS even when times can be tough this is a resilient group, proud of their work and invested in the long-term success of IAS. We thank you for your continued business and look forward to continuing to serve you.

CEO Update, continued from page 3

I would like to highlight the recent promotion of Adam Rollinger to the VP of Business Operations and I think Adam will do a fantastic job as he has demonstrated a great capacity to serve our internal team and serve you. He has a strong work ethic and is extremely knowledgeable about our business. You will be hearing from Adam in upcoming editions. I'm excited to see his progress and execution.



Some of the items you will hear from Adam in the future will include updates on our capital projects. We continue to improve our physical assets and facilities. This year, we are on pace for over \$15,000,000 in capital spending this fiscal year (this does not include improvement in Pine Lake Corn Processors Ethanol Plant). Some of the larger projects include a new grain tank in Masonville, a new office building in Union, a distributor and a new warehouse in Cuba City.

You will see dates of upcoming customer appreciation events. I hope you can make one of these. I plan to attend them all. If you are coming, please look me up; I would like to hear how you think we are doing. Thanks again for your business with Innovative Ag Services, it is appreciated.

Good days are ahead!

Adam Rollinger Promoted to VP of Business Operations



Innovative Ag Services (IAS) is pleased to announce the promotion of Adam Rollinger to Vice President of Business Operations on Monday, July 8, 2024. Rollinger earned a business degree from the University of Dubuque and brings nearly 30 years of

leadership and project management experience. Before joining IAS in 2018 as a location manager in Monticello, IA, Rollinger worked as a Senior Production Manager for Bodine Electric Company. While at Bodine Electric Company, he led 5S and LEAN projects, oversaw equipment, researched technology, and worked to enhance production efficiency and reduce costs. At IAS, Rollinger quickly advanced to the role of Regional Manager before taking on the Vice President position and joining the executive leadership team.

“It is rewarding to see Adam’s rise from Location Manager to Regional Manager and now to Vice President. Adam’s success and execution in serving our internal IAS team and customers/members have put him in this position,” shared Innovative Ag Services CEO Ken Smith.

As the Vice President of Business Operations, Rollinger oversees multiple teams, ensuring efficient business alignment and achieving IAS’s strategic goals. He also provides collaborative leadership to the teams responsible for IAS’s operational activities, including location management, logistics, safety and compliance, maintenance, and capital investments. Rollinger shared, “I’m truly fortunate to be working with a team that is dedicated to the success of IAS. I look forward to expanding my role and responsibilities as we strive to better serve our customers and grow the business.”

Adam Rollinger resides in Cascade, Iowa with his spouse, Traci, for 23 years and their four children: Laura, Allison, Carter, and Evan. He remains an active member of the Cascade FFA alumni.

The IAS Brand: Rooted in Legacy and Innovating for Tomorrow

SHELBY WARTICK, COMMUNICATIONS DIRECTOR



Over the past six months at Innovative Ag Services (IAS), I've had the pleasure of getting to know our cooperative and its incredible members. It's been a whirlwind of activity, focusing on integrating and building communication initiatives that are effective today and ensure the long-term integrity of our brand. Here are some highlights of our recent efforts:

Brand Development

You've likely noticed our new brand look in this year's AgBiz editions or on social media. With the support of our senior leadership team, I've developed a brand playbook designed to create consistency, streamline workflows, and enhance your customer experience. Our goal is to showcase IAS members, staff, and the communities where we live, work, and play through their stories.

Content Cultivators Group

To help gather and share these stories, we've started the Content Cultivators group. This team of IAS staff helps capture and create content for our online channels, including YouTube and social media. If one of our team members asks for a video, photo, or testimonial, they might be part of the Content Cultivators group, so feel free to ask them about it.

Mobile-Based and Electronic Delivery Communication

We're working to ensure our website is mobile-friendly, as 65% of visitors access it via mobile devices. You'll see new navigation and updates aligning with our brand guidelines. In the coming months, we plan to add email communications, so please ensure your local customer service representative has your most up-to-date contact information. We'll keep you informed about new educational content via email and social media channels.

More Video Content

From customer stories and testimonials to staff adventures, we're committed to delivering more video content. Our last AgBiz edition featured videos alongside stories. We've partnered with a drone-certified videographer to develop an IAS video library and create an organizational video showcasing our team and customers, available after the harvest season. Recently, we launched our first educational YouTube series featuring IAS agronomists. Go to YouTube to subscribe and follow along.

Seeding Innovation Initiative

Under the direction of IAS CEO Ken Smith, we're establishing an official IAS philanthropy program to amplify our core values and positively impact local communities. More information will be available later in the year on our website. We're excited about this initiative and how it will allow us to showcase our team and continue to support important causes in the communities we serve.

Legacy and Tradition

Reflecting on my first job at a co-op in Steamboat Rock, IA, I'm reminded of the traditions and legacy co-ops offer. Despite changes over the years, the work ethic and dedication of team members remain strong. This legacy forms the foundation of the IAS Brand, which continues to evolve to meet the needs of the next generation of producers.

Commitment to Excellence

From the beginning, we've prioritized meeting customer needs with a strong work ethic and drive. As we evolve to support new farmers and co-op members, we remain committed to delivering exceptional services. That's why we're featuring the Butler Family in this AgBiz edition—Generations Strong! Our employees go above and beyond to ensure customer satisfaction, evident in our daily operations.

New Initiatives

We've introduced new initiatives, including an agronomy education series and community involvement programs. Strengthening internal communication and leveraging technology ensures we provide the most up-to-date information to our employees, enabling them to support our customers effectively. We continue to enhance member communications as we grow and innovate.

Our organization's success is rooted in our people—members and employees—working towards a unified goal. We strive to elevate our members, helping them create their own legacies. With custom solutions and unwavering support, IAS is dedicated to meeting your needs day in and day out. I invite you to follow us on Facebook, YouTube, Instagram, LinkedIn, and Twitter, and search for hashtag #GrowWithIAS.

IAS Annual Calendar Photo Contest!

Get your cameras ready and unleash your creativity in the 2025 IAS Photo Contest! Whether it's a serene vista, daily life snapshot, or dynamic action shot, we welcome your submissions. Winning photos will be showcased in the upcoming calendar.



To be considered for the 2025 calendar, send in your entries that reflect cooperative living by August 31, 2024. Find the contest rules and online submission form on InnovativeAg.com under News & Press.

The winner of the cover page will receive a \$100 gift card!

IAS Board of Directors Election Process is Near



The IAS Board election process is near. There will be three board elections this fall. Tim Burrack is from the Manchester/Winthrop/Independence area, Ryan Collins is from the Waukon/Monona/Elkader area, and

Adam Hill is from the Ellsworth/Williams/Alden area. We will need to complete the slate of candidates by October 1, 2024.

The nominating committee members are President Randy Blake from the Andrew area, Paul Cook from the Hubbard area, and Stan Norman from the Union area.

IAS will consider members who live in the general geography of the incumbent board members. If you have interest and have questions, you are welcome to call Chairman Randy Blake, any of the IAS nominating committee members, other board members, or IAS CEO, Ken Smith. Your location staff can also help to get you started. **IAS welcomes and encourages members to consider running for the board.**

Agromony Division

TIM KRAUSMAN, VP OF AGRONOMY



Driving through Northeast Iowa, the agricultural scenery is truly spectacular. In most of the areas where we have locations, the crops are looking really good. Many areas are tasseling and entering the reproductive phase. Many times, plentiful rain means plentiful crops, and this year, I can safely say the rain has been plentiful throughout our entire geography. I am sure we

will have some things to manage throughout the rest of the growing season to ensure our best possible yield and economic return, but it appears this year's crops will be very good.

Planes have just begun applying fungicide and insecticide at this stage. Considering the warm winter, windy spring/summer, high moisture and humidity, along with the temperatures, I anticipate very high disease and insect pressure for the rest of the growing season. It's crucial to protect the potential of this crop, as some diseases and insects can significantly reduce the yield. If you have questions about fungicide or insecticide applications, I highly encourage you to contact your local agronomists to provide ideas to help you get the most from your field.

While our early season weed control was better this year due to early rain, the extended rain and high winds have posed challenges. These conditions have pushed back some planting dates and chemical applications, affecting the effectiveness of some later applications. We're actively exploring different products and programs to control weeds and maintain the quality of our fields.

We continue to prepare for increased carbon credit programs, but we are waiting for the Department of Energy to finalize the decision on how the carbon intensity (CI) scoring will be calculated. When we have that calculation, we will contact you to share what is needed to calculate your farm's CI and the programs available to you.

We are proud of our commitment to delivering value through services such as fungicide and insecticide applications. Our innovative strategies aim to increase yields through weed control solutions. Additionally, we are at the forefront of carbon credit programs to ensure that all your hard work is rewarded and you get the most out of every acre. Thank you for your business!



Check out our new YouTube educational agronomy series, Crop Talk and Field Walks! Scan the QR Code or search for @innovativeagservices on YouTube.com.

Safety & Compliance

BILL VETTER, SAFETY DIRECTOR

We ask all our customers, employees, and family members to be safe over the summer months. Consider the environment you are in, and the potential hazards associated with your activity no matter if you're working outside or participating in a recreational activity. Having a good plan and selecting appropriate personal protective items for the activity is important.



Agriculture is one of the most dangerous professions, which presents hazards for the men and women who provide goods and services. There is a huge pressures to get work done as quickly as possible in agriculture. When machines break down, grain bins clog or inclement weather is approaching, all too often safety corners are cut.

Safety culture is defined as the way in which safety is managed. It is the combination of beliefs, perceptions and attitudes of people toward the safety of everyone involved and the overall safety of the work environment. Cultivating a safety culture is a key aspect in maintaining safety.

A positive safety culture is one in which everyone involved regards safety as a top priority and behaves in a manner that prioritizes their own safety as well as the safety of others around them. This includes using proper personal equipment, following the safety regulations and just generally being conscious of safety and safe practices at all times.

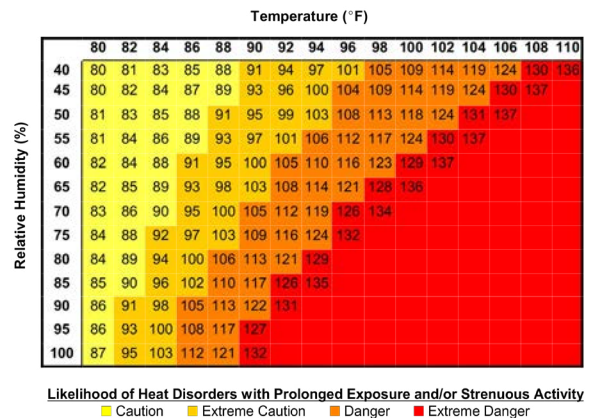
Safety issues often increase when people become comfortable in their work environment and develop a false sense of security, feeling that they know the dangers and how to deal with them. Add to that the common pressure of needing to get work done as soon as possible, and you have an environment where safety concerns sometimes get missed. The solution to such trends is for co-ops to build a culture of safety in which managers, supervisors, directors, employees and all our producers understand that safety is always the priority. Innovative Ag Services (IAS) believes a positive safety culture sees health and safety as

an investment rather than a cost. Today, every IAS location conducts monthly meetings to discuss safety-related topics and review any site inspections, accidents or near misses. During these meetings, employees are encouraged to give feedback on potential hazards or problems. IAS understands that employee participation is essential for maintaining our positive safety culture. IAS' positive and safe workplace culture relies on open communication and cooperation between the producer, managers, customers, and employees. A positive safety culture is one in which health and safety are an integral part of everyday operations and can be applied to any farm operation as well. Improving health and safety on the farm and at our facilities is an ongoing process, with the aim of getting better day after day, year after year. All IAS employees will go the extra mile to get a job done right because we are so fully committed to serving the members of Innovative Ag Services.

Innovative Ag Services recognizes that our customers and employees are our most valuable assets. Our customers are important end users to our continued growth and success as a company. We are firmly committed to customer service and employee safety and will do everything possible to prevent accidents.

Remember that most heat-related illnesses can be prevented by taking appropriate precautions. Please take some time to reinforce awareness of heat stress, its causes and symptoms, and steps for the prevention of heat-related illnesses. Let's not forget to protect ourselves from sun exposure by:

- Wearing sunscreen that has high UV protectant, wear long sleeve shirts and pants along with hats will protect the skin from burns and long-time exposure of skin cancer.



- Avoid overexposure from the sun rays especially between 11 a.m. and 2 p.m., Prevention of heat stress this time of the year is important by drinking plenty of water, taking breaks during rigorous activities, wear lightweight and light-colored clothing, avoid alcohol/caffeinated drinks.
- Know the symptoms for heat stress: headache, nausea, dizziness, weakness, irritability, profuse sweating which can lead to heat exhaustion or heat stroke if you do not react to what your body is telling you. The body can normally regulate its core temperature through sweat, until it has been exposed to more heat than it can regulate. Heat exhaustion and heat stroke can rapidly escalate.

Whether you're at work, home, or recreational activities, please look out for each other and know/look for the symptoms of any heat-related illnesses. Seek medical attention immediately if your body temperature is over 103 degrees or you faint or pass out, as heat stroke or exhaustion has occurred. Move the person to shade and have them drink small amounts of water.

...continued on page 13

Feed Division

MIKE BACHMAN, VP OF FEED



From new sales staff to our annual events, the feed team is always working to support you as a customer. For this AgBiz feed update, I'm happy to announce a new addition to our sales team and let you know about our upcoming Burn Down Days.

ABBY MEYER JOINS THE FEED TEAM

I'm pleased to announce that Abby Meyer has accepted the Dairy/Beef Production Specialist position out of our Cuba City location. Abby has been with IAS since July 2023, working as a Customer Service Representative in Cuba City, WI, and doing some part-time sales. Abby has a Bachelor of Science in Dairy Science and Agriculture Business from the University of Wisconsin, Platteville. Abby brings experience in the sales field and a vast knowledge of resources and products. She will work with our cooperative's dairy and beef sectors in the Wisconsin and Eastern Iowa territories. Abby resides in Cuba City with her husband, Conrad, and two sons. We are excited to have Abby join the Feed Team!



Burn Down Days

Join us for our annual "Burn Down Days" event!

Bring 3-4 stocks from each field you would like to have tested for moisture. The stocks will be chipped up and then put into a near-infrared (NIR) machine for accurate moisture readings. This will help you determine the best time to harvest your fields and optimize the potential of your corn silage. Whole-plant corn silage is the primary forage in dairy cows' diets. Make sure to cut the stalks to the same height that you normally harvest at. Contact your location or your feed representative with questions.

- IAS Cuba City Mill: Monday, August 26
- IAS Waukon Location: Tuesday, August 27
- Unga Shopping Center, Luxemburg: Wednesday, August 28
- IAS Monona Location: Thursday, August 29



Customer Appreciation Events

We are excited to continue our Customer Appreciation Events this year. We rotate locations, having them every couple of years. Below is this year's schedule. Please RSVP to your local location when you receive your invite.

All Events are from 5 - 8 p.m.
Serving Dinner: 5:30 p.m. - 7:30 p.m.

Waukon

Tuesday, August 6, 2024
Innovative Ag Services
2110 9th St.
Waukon, IA 52172

Monticello/Hopkinton

Wednesday, August 14, 2024
Jones County Youth Extension
800 N Maple St.
Monticello, IA 52310

Alden/Williams

Wednesday, August 7, 2024
Alden Legion
506 West St.
Alden, IA 50006

Elma

Thursday, August 15, 2024
Elma City Park
City Park Rd.
Elma, IA 50628

Masonville

Thursday, August 8, 2024
Innovative Ag Services
1760 Washburn Ave.
Masonville, IA 50654

Elkader/Monona

Tuesday, August 20, 2024
Johnson's Reception Hall
916 N High St. NE
Elkader, IA 52043

Oran

Tuesday, August 13, 2024
Fairbank Ballpark
214 Walnut St.
Fairbank, IA 50629



IAS Supports Bacon Buddies

IAS proudly sponsors Bacon Buddies in several Northeast Iowa counties, including the Great Jones County Fair. Bacon Buddies® is an event created by the Iowa Pork Producers to integrate people with intellectual and/or developmental disabilities (Buddies) with 4-H/FFA members to give them an opportunity they might not otherwise receive. A 4-H or FFA member is paired with a buddy to exhibit a pig during this event! Photos provided by Michelle Lee Imagery.





Safety & Compliance, continued from page 11.

The simplest tasks around the home/farm include climbing ladders, working on roofs, mowing/weed eating, and baling hay. Recreational activities such as boats, pools, swimming, fishing, campfires, and ATVs/UTVs all come with risks. Age-appropriate equipment usage needs to be considered, and proper supervision of children to protect them from mishaps is paramount.

If you have a swimming pool or your child will be near one, it is crucial to put multiple safety measures in place to keep kids safe. Each year, more than 830 children, ages 14 and under, die because of accidental drowning.

Don't forget about our furry friends during the hot summer days, as most animals do not have the ability to sweat; watch for animals bunching together, panting, and drooling are all signs of animals overheating. Shade is the simplest and easiest way to alleviate heat stress on animals, fans and air movement of 4-6 MPH to push stagnant air out from the animals, and plenty of fresh cool water for them to drink is a must.

We at IAS are committed to continuous improvement in health and safety. Whether you are working or participating in recreational activities, please look out for each other and prevent any injuries. Enjoy your summer, and thank you very much for your business.

Energy Division

RANDY SWENSON, VP OF ENERGY



Amazing how fast time flies! We are into summer and my mind is still stuck in spring, but what a crazy spring and first month of summer. Mother Nature and the fuel markets intend to keep us on our feet. Never outguess either one of them, or we will all be bankrupt.

Crude Oil hit the \$80 mark in May, and hasn't looked back, although there were opportunities at the end of May and beginning of June to capture a cheaper diesel price, whereas diesel didn't follow crude for several days. After that, it started a big run higher, and it appeared that the price didn't want to come down. We did get a little reprieve last week when there were talks of a potential peace talk between Israel and Hamas, although economic optimism is expected to continue supporting energy futures. Other bullish factors would be the potential interest rate increase by the Federal Reserve later this summer, along with the increase in the Stock index after the attempted assassination of former President Trump. We will see how all this plays out.

On the bearish side, we can only hope something unforeseen undermines the value of crude. A resolution to the war in Ukraine or Gaza would be nice for many reasons, with likely lower crude prices being one of them. An announcement by OPEC+ that they are increasing production would help. A slowdown in travel and lowering refined fuel demand as the summer progresses could benefit all of us.

As of this writing, it would still be advantageous to fill your diesel tanks, as it is worth the carry in the market. The savings are mostly in the carry, as cash basis is under the NYMEX versus forward contracts are above.

Propane prices have continued to move higher following Crude Oil prices and exports out of the Gulf of Mexico continue to be at historical numbers. That said, we have established our summer fill price, and the drivers are out and about filling tanks. You should have received a fall/winter contract in the mail by now. Please do not procrastinate getting the signed contract back to us, as the price will not be going down.

Along with the contract, you will receive a cover letter and a safety brochure. Please do not ignore either one of them. I realize it's nearly the same read every year, but please take a few minutes to read through them. Your safety is our number one priority, and we take it very seriously. If we can all work together to avoid an emergency, life will carry on the way it's meant to!

Have a great summer!

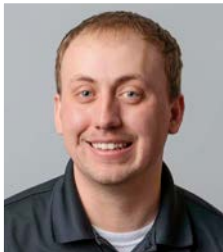
Grain Division

CHARLIE WHITE, VP OF GRAIN



For this AgBiz division update, I wanted to showcase our grain team and have them share some information about themselves. Each member of our hardworking team is dedicated to finding ways to support our customers and ensuring that the services they provide bring value. They do this by staying on top of industry trends, continuously seeking knowledge in marketing grain solutions, and, most importantly, being passionate about helping our customers succeed. Below our grain team shares their background, why they are passionate about their role and their tips for customers in the grain industry.

Meet the Grain Team



JAMIN MANUS
Grain Marketing Manager
Hubbard, IA

Background & Education

After graduating from Iowa State with a bachelor's degree in Agricultural Studies, I have worked in origination and merchandising. I worked for another cooperative where I originated and merchandised grain for a barge loader on the mid-Mississippi and a shuttle loader on a BNSF rail line.

What makes you passionate about your role?

What makes me passionate about my role at Innovative Ag Services is the constant change each day I work. The grain market is always changing so every day I come is different than the day before.

What is the number one tip you always recommend to customers regarding the grain industry?

The grain department at IAS is continuously working to provide additional value by introducing new grain contract options for our members. My advice to you is to use me as a resource to assist you in understanding the differences between the various contract tools we offer so you can select the contract option that best suits your operation and the market conditions.



AMY ECHARD
Grain Marketing Manager
Monona, IA

But you will probably see me popping up randomly at every eastern location.

Background & Education

I have a degree in Business Management, and been working for IAS for eight to nine years.

What makes you passionate about your role?

I was not raised on a farm, and when I married a farmer, I was extremely concerned about how farmers were expected to make a living. That made me strive to understand the markets, basis, storage, interest, yield potential, how quality and setting your combine could affect your bottom line, etc. There is never a day where I don't learn something. When I started at IAS, I had a passion for helping every one of our member-owners maximize their profit potential by marketing to the best of their ability. Although every operation is different and risk tolerances vary, each one needs to understand their break-even and make a plan on how to achieve a profit as best they can. To see them succeed annually is a reward in itself.

What is the number one tip you always recommend to customers regarding the grain industry?

Most of my customers would tell you they don't use their emotions when marketing grain, but I would tell you it is really hard to remove 100% of the emotion from marketing your crop that you put your heart, sweat and tears into, especially if we can't market grain that meets the cost of production.

My best tip is to understand your break-even, know where you want to be sold at, understand your logistics, leave as much emotion as you can aside and stick to a plan. You might only get base hits, but that is more enjoyable than watching from the sidelines.



TIM KELLEY
Grain Accounting Manager
Masonville, IA

Background & Education

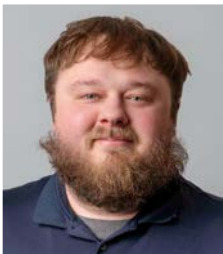
I have an Associate of Applied Science degree in Agri-Business. In my 32nd year at Swiss Valley Ag Service and Innovative Ag Services combined.

What grain industry trend are you most excited about?

I'm most excited about the advances in technology and digital paperwork. Today, we do more of our business electronically, for example, by offering contracts online and signing contracts on the IAS app on your phone.

What is the number one tip you always recommend to customers regarding the grain industry?

Don't try to hit the home run every year in marketing your grain. Work the averages and make smaller, consistent sales throughout the year.



ROB HINES
Grain Originator
Hubbard, IA

Background & Education

I've worked in various grain and commodities operations, with an academic background in economics.

What makes you passionate about your role?

As a grain originator, the multifaceted nature of my role truly drives me. I find a lot of satisfaction in collaborating directly with farmers, getting to know their challenges, and supporting them through each season of the crop marketing year. The connection to the land and the farmers who cultivate it is deeply fulfilling.

What is the number one tip you always recommend to customers regarding the grain industry?

Selling grain is more than a transaction; it's the culmination of months of hard work and dedication. So, stay well-informed to make grain marketing decisions to honor that effort.



ROB HINES
Grain Originator
Hubbard, IA

Background & Education

My education includes an associates degree in Wind Turbine Technology from Des Moines Area Community College and a bachelor's degree in Ag Business from Iowa State University. I worked on our family farm near Traer, IA and was an operations intern at PowerPollen for five years, where I helped with corn pollen collection, preservation, and application. I spent a summer working on wind turbines in Northwest Iowa and now have this current role as a grain buyer.

What is the number one tip you always recommend to customers regarding the grain industry?

The number one tip I would give customers is to know their break-even point for their grain and make sure they are locking up this price point for the future to manage their risk. A second tip is to utilize some sort of averaging system when marketing grain to take the emotion out of it.

What makes you passionate about your role?

What makes me passionate is being able to provide value to producers and hopefully giving them the information and tools they need to successfully market their grain. My passion also comes from my love of the agricultural industry and growing up in a farming family, I really enjoy being able to work in the industry and see a side of it that I couldn't just being a farmer.



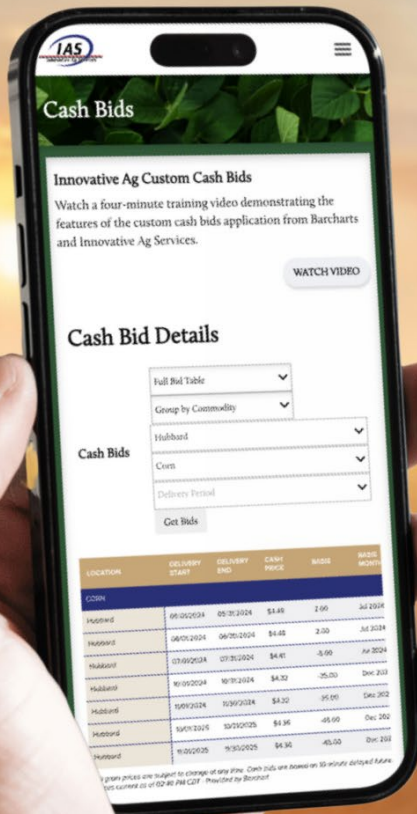
To learn more about the grain team and grain marketing services, visit InnovativeAg.com/grain or call your nearest location.





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