CFE Views

COOPERATIVE FARMERS ELEVATOR

Sharing New Perspectives & Information From Your Co-op



We take apples and turn them into a flavor, a story and a tasting experience.

MAKING HER MARK
PAGE 10

VOL.8, NO.3 2023



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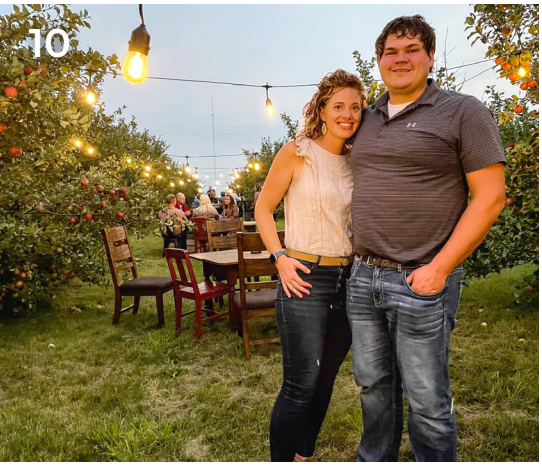
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About The Cover

MAKING HER MARK

CFE takes pride in members that dive into their operations and seek out ways to make it their own through diversification. CFE is proud to support these members and continues to highlight their efforts across this year.

On the cover is CFE member, Kia Nystrom, with her family: Aaron, Kip (10), Court (9) and Thea (5). Kia and Aaron are 4th generation farmers in Nobles County, Minnesota. Kia has devoted time and energy to blossoming her family's orchard into a growing business.

For more information on Kia and how she is making a mark, check out her story on *page 10*.

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HILLARY BIRTELL
hbirtell@coopfe.com
712-470-8963

Welcome to the Team!

CFE would like to welcome Hillary Birtell, a new Grain Originator headquartered in Larchwood. Hillary has already been making farm visits to help producers with risk management and looks forward to talking with CFE's members more as harvest continues.



ABOUT CFE

Cooperative Farmers Elevator (CFE), is a member-owned cooperative, serving 4,975 members at 27 locations in Iowa, Minnesota and South Dakota. The cooperative provides products, services and expertise in the areas of grain, agronomy, feed and lumber.

BOARD OF DIRECTORS

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Vice President

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Austin Peterson, Hartley, IA

Dustin Ackerman, George, IA
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Andrew Rens, Rock Valley, IA
Associate Board Member

Brandon Ehret, Lake Park, IA
Associate Board Member

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Matt Zeman, *VP Grain*

Dave Helms, *VP Lumber*

Sarah Ranschau, *HR Director*

Darren Fehr, *Director of Sales*

John Kane, *IT Director*

ABOUT THE PUBLICATION

CFE Views is the official news publication of Cooperative Farmers Elevator (CFE) and distributed to co-op members and customers. The publication serves as the source for stories, highlights and features about the people, places and industries that encompass CFE.

A CornerPost Marketing publication.

CONTRIBUTE TO CFE VIEWS

Your ideas are welcome! Submit stories and topics for future publication issues by emailing news@coopfe.com.

www.coopfe.com

A Grateful View



With another fiscal year ending and a new one beginning, I am proud to report another strong year for our cooperative. I am grateful and proud of our team's success. Our success all comes down to our loyal patrons and dedicated employees. It is only possible with your support and patronage.

If you remember this time last year, risk in all markets was high, and although that remains true today, CFE continually seeks new ways to apply what we've learned to move more confidently into the future. We stay focused on helping our customers balance their risk while keeping profitability on the farm a top priority.

Over the course of 2023, CFE's board of directors saw the need to update and develop new facilities across the territory. These projects in Ashton, Hartley, Ocheyedan and Hawarden are designed to meet the needs of members and customers and greatly improve efficiencies as well. All projects are nearing completion, but not without some challenges in doing so. Electrical MCCs and infrastructure were the largest issues to overcome, but regardless, all should be in service fall of 2023.

October is National Cooperative Month. Business with a cooperative is quite a bit different than a private company or corporation, as all the profits are returned to members—whether that be in equity, cash, facilities or people. All four of these are important as we look to return as much value as possible to our membership.

With the cooperative comes the need for strong leadership—specifically, a board of directors. We are happy to report that we have a full ballot for our impending board elections.

I would like to thank your current board members who serve you. You will see election information and ballots coming to mailboxes soon. Please cast your vote for the individuals you would like to represent you and your neighbor. Also, please plan on attending CFE's annual meeting on November 30 at the Crossroads in Sheldon to hear our fiscal year end results and industry updates.

> ***All the profits return to members—whether that be in equity, cash, facilities or people.***

As harvest approaches, please be sure to take the time to remain safe. Please keep safety as your top priority in the field or at the cooperative—it is always well worth the time. Wishing you all a plentiful and profitable harvest!



Duties in Democracy

YOU DETERMINE THE FUTURE OF YOUR COOPERATIVE.

As we approach the harvest season, we also look forward to another board election. Our member-elected board of directors guides and leads the cooperative's decision-making processes. These directors consistently dedicate their time and energy to bettering the cooperative and its members.

When election time comes, the election committee and board members search and sift through names of candidates to ensure those running are a good match. The directors reflect on the needs and concerns of members that have been voiced, while keeping the cooperative's morals and goals at a top priority.

A member-elected board of directors is a fundamental factor of a cooperative. A majority of the cooperative's decision-making happens in the boardroom, which is why being a part of the election process is so important. CFE's board of directors is formed of members from each region throughout the cooperative's territory to ensure equal representation in decision-making.

The 2023 election for the upcoming board will see three seats up for election with two incumbents: Mark Bremer and Justin Groeneweg. Their running mates include Brandon Ehret from Lake Park and Andrew Rens from Rock Valley. The final seat will see Dustin Ackerman from George running against Ryan Hoftyzer from Rushmore. We encourage you to get to know these candidates and make an informed voting decision, and we thank the candidates for offering their time and dedication to the cooperative. We would also like to thank Kennis Peters for his time spent serving on our board of directors. Kennis will be retiring at the end of his term.

Once the nominees have been determined by the board, an announcement is sent to Class A, or voting members, and includes a ballot. Class B members will receive a postcard noting the election. Both mailings will also include the date of the annual meeting where the election results are announced.

The board, senior staff and all CFE employees recognize the importance of being accessible to our member-owners. Feel free to reach out to any one of the board members to share thoughts and ideas. Your input is valued.

Thank you for your support over the last year, and we look forward to the new and exciting things in the year to come. <<

VOTE

A **Full Ballot** Once Again

SEAT 1

Mark Bremer
(Incumbent)
Ocheyedan

Brandon Ehret
Lake Park

SEAT 2

Dustin Ackerman
George

Ryan Hoftyzer
Rushmore

SEAT 3

Justin Groeneweg
(Incumbent)
Rock Valley

Andrew Rens
Rock Valley

★ ★ ★

Look for your ballots arriving in the mail soon.



HARMONIOUS & ENJOYABLE FALL WORK



BY: CALLI THORNE

Calli Thorne is a keynote speaker, global leadership trainer, mindset coach and entrepreneur. Calli grew up on her family's farm and ranch in North Dakota, where she, her husband, CJ, and their three children now operate multiple enterprises including a backgrounding feedlot, cow/calf operation and selling beef directly to consumers.

Calli is a certified member of the John Maxwell Leadership Team specializing in personal and professional development including conflict resolution, communication, mindset impact and behavioral styles. She also offers Mental Health First Aid certification classes and offers an online course, "Finding YOU Discovering IT."

Fall work is upon us. For many, that might include harvesting, hauling hay, working cattle or even a combination of those and then some. It's an incredibly rewarding, yet challenging, time for many.

On our family's fifth generation farm and ranch, we often consider what we can (and can't) control and the vital role communication plays in our success. Understanding someone's communication and behavioral style can be essential to a harmonious harvest. (Ok, maybe that's stretching it a little.) But it can certainly be less stressful and increase productivity.

This January, I was speaking about family dynamics and the impact of communication (or lack thereof) at a succession planning workshop. A farmer asked if my family was great at communicating. I laughed and informed him that unfortunately, no, we are not exceptional. But we are decent - with a dash of daily continuous improvement.
It takes a conscious effort to improve at anything, especially habits. Communication is a skill, meaning that thankfully, it can be learned or improved upon.

I have a combination of four quotes, ideas and tips I'd like to share. I invite you to consider how they might help you to live life better and improve your business:

1. **"I'm responsible to you, but not responsible for you."** This is a reminder to me that as much as I'd like to improve, change or do things a certain way, I can't control another person's response, ambition or thinking.

2. **Get serious about your health and the impact it's having (or will have) on your life.** The seemingly small, yet consistent habits we do in life really do add up. Are your "small habits" positive or negative? How well are you sleeping, what is your stress level and how is your nutrition?

3. **Defer to gratefulness.** When we face obstacles or challenges, take a minute to pause and consider what you do have in life. You might not have the rain, but you woke up with a roof over your head and food in your belly, which is more than some people can say.

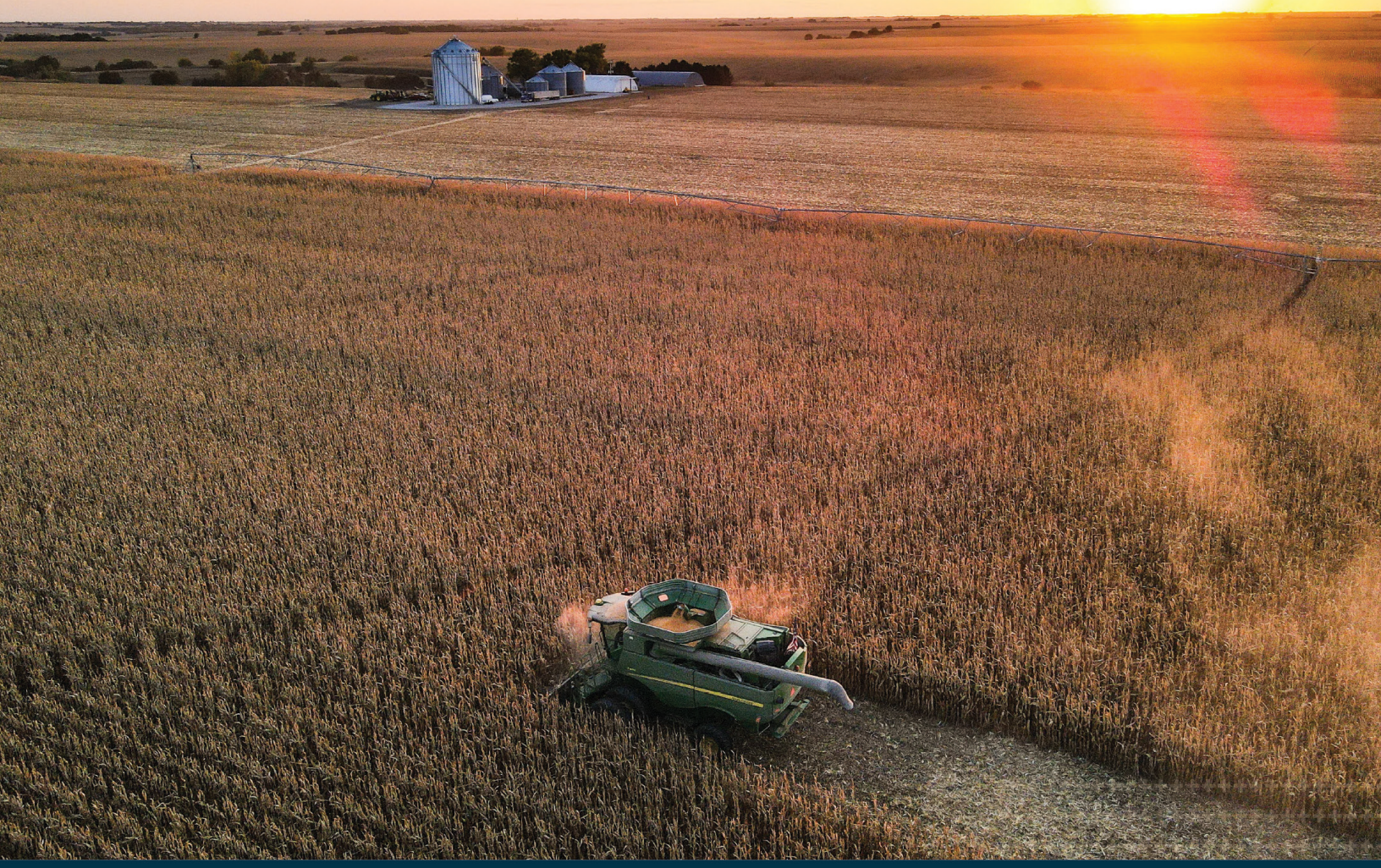
4. **Think big picture.** Even when family or employees aren't clicking on all cylinders, deep down we tend to be incredibly proud of what the generations before us have achieved and desperately want to see it continue. Find the reason that makes having hard conversations worth it.

When unforeseen circumstances come up, consider how you want to communicate. How do you want to lead, influence and be the example on your operation? Little eyes are often watching, and more is caught than is taught. When you are having a conversation, ask yourself these two questions:

- **What do I want them to know and do?** It's easy to think you've explained something more clearly than you have. I clearly told them which field to go to, but did I tell them when and who would pick them up? Like my mentor John Maxwell says, "The greatest success in communication is action."

- **What do I want them to feel?** Facts alone don't inspire people to action. Emotions move people to action. Consider the message you're sending with not just your words, but also your tone and action. Do we want to enjoy working cattle today or not?

Whether you're the one in charge or not, you have a choice in how you show up each day. The resources and mentors are plentiful in developing and growing yourself as a leader in the agriculture industry. If you'd like some assistance, you know where to find me. On a plane, horse, keynote stage or tractor. <<



CFE
COOPERATIVE FARMERS ELEVATOR

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MARK YOUR CALENDARS

CFE TO HOLD FIRST OF MANY WOMEN IN AG EVENTS.

After Kristi Habben, CFE Credit Manager, left a Women in Ag Conference event inspired and energized with new knowledge to bring back to both CFE and her own farming operation, she knew how valuable it would be to bring this opportunity to CFE's members.

"CFE recognizes women play an important role in agriculture," said Kristi. "We want to give them the tools to help them succeed on their farms and in their careers. "

CFE felt Kristi's passion for an event to provide female members and non-members the opportunity to gather the tools and support to strengthen their confidence in the farm, and the event-planning began.

"We want this to be an annual event for women farmers, farm wives, landowners, agribusiness professionals that sparks new ideas and opportunities as well as expand our knowledge," Kristi said.

THE GOOD STUFF

CFE understands the heaviness that often accompanies thoughts of farm transition planning, and to help establish a baseline knowledge, finance and the ins-and-outs of succession planning were at the top of the subject list.

"Our goal is to educate and uplift women involved in any aspect of the agricultural industry. Through workshops and presentations, attendees will learn how to better manage risk, improve their farms, and become more successful operators and business partners" Kristi said.

Additional topics of high value at the event will include mental health in agriculture and everyday strategies to keep themselves, and their families, mentally strong.

"Many farmers and their families struggle mentally as they deal with financial stress, weather, and market concerns," Kristi said.

Research shows the suicide rate is higher in farmers than most other occupations. "By educating ourselves and providing information to others, we can raise awareness of mental health. Together we can fight the stigma, provide support, educate and advocate for millions of people who struggle with mental health."

Mark your calendars for Friday, February 23, 2024, at the Crossroads Pavilion in Sheldon, IA. The event is free for members and $25 for non-members. Registration space is limited.

FEBRUARY 23, 2024

CROSSROADS PAVILION, ***Sheldon, Iowa***

Members: $0 | Non-Members: $25

Spots are limited. Reserve your spot today by scanning this QR code and registering for the event.

"It will be an exciting event full of speakers, networking, education and fun! We hope attendees leave with new ideas and connections to fellow peers in agriculture," Kristi said.

More event details will be available on CFE's website, and sent out via email, text, and social media. If you have any questions, please email **womeninag@coopfe.com**. <<

MAKING HER Mark





HOW THIS MEMBER ADDED HER OWN FLAVOR TO THE FAMILY FARM.





For many young farmers, diversification is necessary to grow. This Worthington, Minnesota couple hand-picked expanding an existing branch of their farm: their orchard.

Nestled in Nobles County lies the farm of the Nystrom family, and at the helm is the family's fourth generation: Aaron and Kia Nystrom. The couple, who grew up in the area and attended the University of Minnesota together, entered into this new stage of farm operation in 2012 at the request of Aaron's mother. At the time they returned, the farm included a smaller row crop operation and an orchard with 100 year old trees.

"When we came back to the farm, the apple orchard consisted of a garage shed with 'on your honor' bags of apples," Kia shared. But little did Kia know the unlimited potential she had at her fingertips.

"In 2018, a coworker of mine asked if I could do a cheese/apple pairing for them. Just for something fun," she added. "Not knowing what I was doing, I put on a movie in the basement for my kids, and we sat at our kitchen table pairing apples, cheese and wine."

Her co-workers loved their experience, and the news spread quickly of the intimate gathering. Kia was quickly sought out by others to see if they too could partake in a tasting experience. "This is when I knew something special was there with this apple orchard," Kia said.

In 2020, the Nystroms fully committed to building upon the idea and built a new shed that would set them up for success. "We wanted to do this right, so we really focused on the look and feel of what we were building. I describe it as the feeling of a winery, but with apples," Kia added.

However, shortly thereafter the build, the news set in of Minnesota's COVID-19 restrictions, and by the fall of 2020, no indoor gatherings were allowed.

"I had this new, beautiful building and no way to use it," Kia said. "At least, that's what I originally thought."



Keeping to the regulations, Kia created a new way of hosting tastings, allowing 15 people every 15 minutes to walk through the orchard. This innovative event has since boomed in popularity. Kia said, "We hoped it would be successful, but didn't realize how much people would take to the experience. It's become an event we're known for."

Kia shares this apple tasting event offers a menu of its own, and although it includes the 14 varieties of apples grown at the farm, it includes much much more.

"We take apples and turn them into a flavor, a story and a tasting experience," Kia said. "People will taste things they haven't had before like apple bruschetta, pork loin and a grilled apple sandwich, apple bread pudding, apple wine and much more."

"We take apples and turn them into a flavor, a story and a tasting experience"

It seemed that the hard work that Kia, her husband and their three kids–Kip (10), Court (9) and Thea (5)–were putting in on the nights and weekends was truly coming together. This sense of security took a slight turn when in 2023, Kia received notice that her role at her full-time job was being cut.



"That was my safety net, and something I couldn't have foreseen," said Kia, but that life event had a very sweet silver lining.



"We were able to create a more sustainable life for ourselves. With raising three children, the orchard, the additional farm enterprises and a full time job, I was at full capacity," Kia said. "I know this [the farm] is where I am supposed to be—taking care of my kids and building this apple orchard. I also know that I would have never quit my job because I loved it, so this all turned out to be a blessing that was meant to be."

Looking to the future, Kia is creating an apple wine and apple vodka that she is very excited about. With her newfound freedom, Kia also has been able to dedicate more time to farm management and decision making.

She attributes her participation in CFE's Core program to help with this. Kia shared, "Going through the Core class gave me the opportunity to listen to speakers and get resources that helped make decisions on the farm. I appreciate how they [CFE] continually think about the value that they can bring to their members."

Kia is looking forward to the orchard season and reminds everyone in rural America that hidden gems can be right down the gravel road. If you are interested in learning more about Nystrom Orchard, visit their website **nystromorchard.com** or find them on Facebook. <<



















A CFE TRADITION: *County Fairs*

For many, when the peak of summer heat hits, the itch to get out of town and take a vacation is quick to follow. But, for a number of CFE team members, their local communities are exactly where they want to be.

Whether helping out in the ring during livestock shows, answering questions to instill confidence in youth, watching their own kids participate in events or taking opportunities to have conversations with fairgoers about how their food is raised, CFE employees strive to keep the positive fair culture alive.

County fairs are often synonymous to splurging on a large variety of foods, many of which are likely fried, but they also create opportunities that support youth in life experiences and lessons that they will never forget: work ethic, accountability, taking care of something that fully relies on them, how to compete, building a community and establishing friendships, learning more about agriculture and many, many more.

Often a family affair, parents, grandparents, aunts and uncles all step in to help youth understand the overarching goal of what local county fairs truly mean. Many CFE team members also play a role with these youth in their family or in their community.

Fairs are no small task and take a village to be a success. CFE understands the importance of fairs in rural America, and we take pride in continuing the legacy for many years to come.

CFE wants to say an extra thank you to all the youth, parents, volunteers, fair board members and anyone else who has made one of our local county fairs a success. Thank you for all that you do for our communities and our youth exhibitors. Looking forward to seeing everyone at the fairs in 2024. <<





CENTER STAGE

WITH THE CFE DESIGN TEAM

A BLUEPRINT OF ONE OF CFE'S MANY LOCATIONS.

Although our locations may share services, the experiences and people of CFE truly make each location unique from one another. Check out these details about one of our two locations housing our design team in the Okoboji area.

OKOBOJI

3 KEY TEAM PLAYERS:

- Taylor Roede
- Brittanee Roghair
- Allison Unrau

20+ YEARS

of design experience across the team

KEY DESIGN FOCUSES:

- Kitchen, Bathroom, and cabinetry built-ins in new builds or remodels
- 3D Cabinetry Design
- Countertops
- Tile and Flooring
- Shower Systems

BEST KNOWN FOR:

Where to begin! Firstly, the expertise of our design team. Brittanee and Taylor both hold degrees for interior design and have been in the industry for 10 years.

We are also known for helping customers line up great contractors. We work with a skilled group of installers that we trust. We're always happy to jump in and make connections!

We have worked hard to find the best quality products we stand behind, and that our customers and our installers trust. Our customers tend to be surprised by our knowledge of our products and the construction process. We try our best to study our products and learn as much as we can from our rep. If we don't know the answer, we find it! <<



FAVORITE PROJECTS:

"My favorite project isn't a specific building or remodel as much as it is when our customers become like family to us. Yes it may sound cheesy, but we work with our new build customers for 1-2 years, and you really get to know them well. Some of our remodel customers we've known for 5 plus years! Creating those relationships makes any stress that comes with the job worth it."

Taylor Roede,
Lead Kitchen & Bath Designer

NEW Internships, Opportunities

CFE EXPANDS INTERNSHIPS TO PROVIDE NEW POSSIBILITIES.

Each summer, students spend their summer discovering how their desired career path may look at CFE. This year, CFE offered a few new internship paths, including Interior Design, Feed Operations and Feed & Agronomy.



Naliya Van Beek

Naliya Van Beek is an interior design student at Iowa State University. This Doon, Iowa, native turned her textbook lessons into tactile experiences with designers Taylor Roede and Brittanee Roghair and CFE Draftsman, Jesse Heyer, at CFE's Design Studio in Spirit Lake.

She was fascinated by the design process and implementation. "There are so many steps and processes to get to the end result," Naliya shares. "Each step takes a lot more time than I ever realized."

The experience also showed Naliya a part of the design process she really enjoyed—drafting. "I was able to shadow Jesse and help draft design layouts," Naliya says. "After working with him, I have more direction in the area of interior design I would like to go."

Overall, Naliya enjoyed her summer with the CFE design team. "I really liked how they worked as a community together," she notes. "They weren't competing with each other but really working as a team."



Kaden Maxwell

Kaden Maxwell has a similar feeling of preparedness to complete his degree in precision agriculture technology from Mitchell Technical College.

Kaden's summer internship with CFE Feed Operations primarily focused on technology, as he learned all the processes involved with feed preparation.

"I was surprised to learn all the aspects of converting grain into feed," shares Kaden. "From the type of grain to adding and testing for nutrients, it's an in-depth process."

Kaden worked at each of the CFE feed mills, and although the mills all had their own set-ups, one thing was the same across the entire organization—the quality of people.

"Everyone is really great to work with at CFE," Kaden states. "What impressed me most was how much they care for their customers and want to help them. They really go above and beyond to take care of their needs."



Wyatt Lorch

Wyatt Lorch, a sophomore studying animal science at Iowa State University, found direction for his future this summer with CFE's Agronomy and Feed departments.

The first six weeks were spent with CFE Agronomists, scouting fields, treating and delivering seed. Next, the Feed department took Wyatt out of his comfort zone by taking him along on sales calls.

"I had to adjust to being more of a 'people person,'" Wyatt admits. "I wasn't used to talking to people I didn't know, but now I feel pretty comfortable doing it."

Wyatt particularly enjoyed going to beef events. "It was really interesting to meet cattlemen from all over and learn how they do things differently."

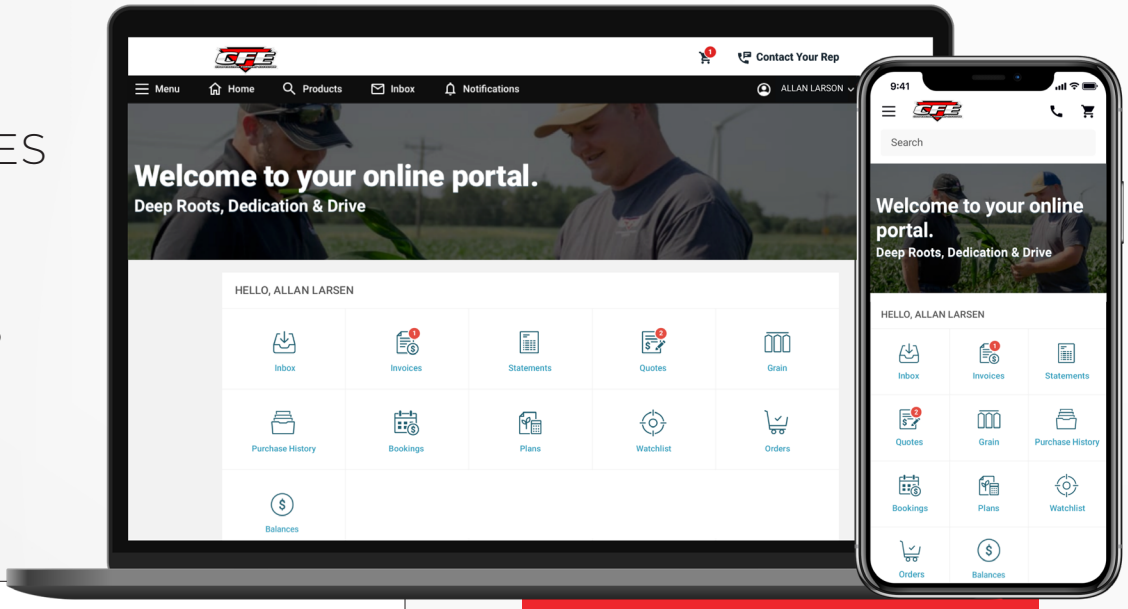
Eventually, Wyatt hopes to return to his family farm south of Harris, but he also wants to spread his wings a bit after graduation. He thinks working at a cooperative like CFE would be a good place to start.

Scan the QR code to learn more about other CFE interns and future internship opportunities. <<

CFE ON THE GO

SCAN ME

CFE LAUNCHES CUSTOMER PORTAL TO INCREASE EFFICIENCIES THIS FALL.



As CFE continues to grow, we are working to offer the latest technology, programs and products to our internal team and our customers to keep CFE at the forefront of advancements in the industry.

CFE has been working to build a customer portal to bring support more efficiently than ever before.

“This portal is going to give us a strong base to move forward,” says Darren Fehr, CFE Director of Sales. “It integrates seamlessly with our existing software to keep us digitally connected with our members and customers.”

“At the core of what we do is relationship building. Yes, this portal is going to help us move and communicate with our customers quickly, but that doesn’t mean we won’t be visiting farms or making calls anymore,” stated Darren. “We still want to know your operation, your families and who you are, and that will never change.”<<

Portal Features:

- View and pay invoices from anywhere
- Quickly access your CFE account information in one place
- Conveniently request and review pricing, plans and other info
- Easily eSign contracts
- Communicate via inbox messaging with your CFE Advisor at any time
- View purchase history
- See cash bids and futures, grain contracts and scale tickets
- And more!

The After Shock

THE CURRENT AND POTENTIAL IMPACT OF PROPOSITION 12 FOR PORK FARMERS.

In November of 2018, the state government of California passed a new regulation impacting the pork industry within the state and country—Proposition (Prop.) 12. The ripple effect of the sow housing protocol was felt across the United States as pork farmers assessed their options and timelines for making significant changes by 2022. Now in 2023, the pork industry continues to either make changes to comply with the new law or seek out new routes for pork sales.

What is Proposition 12?

Proposition 12 establishes new minimum requirements on farmers to provide more space for egg-laying hens, breeding pigs and calves raised for veal. California businesses will be banned from selling eggs, uncooked pork or veal that comes from animals housed in ways that did not meet these requirements.

The pork implications of this law:

1. Bans the sale of pork from the offspring of sows kept in pens that do not meet its prescribed dimensions of 24 square feet per sow.
2. Prohibits breeding pens that provide a postpartum space for sows to recover from their previous litter without the stress of fighting and establishing dominance in the herd. Today's typical sow farm offers 16-18 square feet per sow.
3. Applies to any uncooked pork sold in California, whether raised there or outside the state's borders. It specifically applies to bacon and other cuts of meat that have been cured, preserved or flavored but not cooked. It does not apply to combination products such as sandwiches, hot dogs, pizzas or other prepared foods that are comprised of more than pork meat and seasonings. California has also said it will not apply to ground or comminuted pork such as that found in sausage.[1]

Developments Over Time

2018

November 2018

62% of California voters pass Prop. 12.

December 2018

The National Pork Producers Council (NPPC) and American Farm Bureau Federation (AFBF) file a legal challenge asking the court to strike Prop. 12 as invalid under the Commerce Clause of the U.S. Constitution.

2022

March 2022

The U.S. Supreme Court agrees to hear the legal challenge filed by NPPC and AFBF, and arguments are scheduled to take place in the fall of 2022 with a decision expected in early 2023.

June 2022

NPPC and AFBF file a joint brief arguing Prop. 12 violates the U.S. Constitution's commerce clause, which restricts states from regulating commerce outside their borders.

July 2022

The Biden administration, international trading partners and business groups representing the full scope of the U.S. economy filed briefs in support of the NPPC's case.

Ripple Effects of Proposition 12

The main Prop. 12 concern across the country remains the costs of these changes to pork production facilities.

NPPC estimates the cost of adding facility space, retrofitting pens and feeding systems and the increased labor to monitor animals at $3,500 per sow. A University of Minnesota study puts the cost of facility conversion at $1.9 to $3.2 billion industry wide.[2]

Additionally, there is concern about market and value. California has nearly 40 million residents, representing approximately 15 percent of the U.S. pork market. Despite being such a large consumer market for pork, California produces 1% of U.S. pork. Prop. 12 will dramatically reduce the pork supply and raise prices for Californians. This raise in price will affect the California consumer's drive to purchase pork, affecting the amount of pork needed to sustain the California economy. U.S. pork will have to find its way to other markets in the U.S., leading to an oversupply outside California.

What is Next?

Although pork farmers may feel boxed in to make changes, there are different options. NPPC Board President, Scott Hays, says he may choose not to comply.

"As of now, we will not be making changes to our operation," says Hays. "With the help from our veterinarian partners, we are experts in raising pigs, and we have decided that is not the way we want to do it. We like to give our animals individual care."[2]

Producers could also take on the regulations and make the changes, either immediately or over time, perhaps with the perspective that this is a market opportunity.

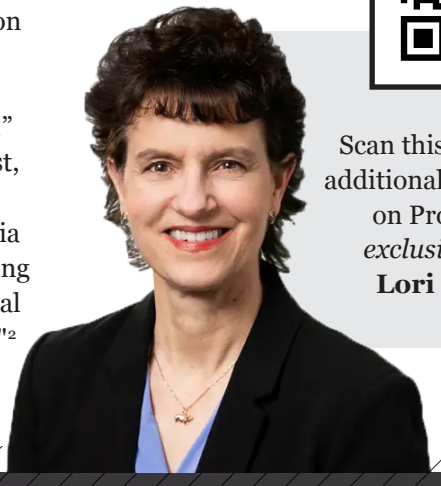
NPPC continues to work with California on the implementation of the Prop. 12 regulations.

"There's a number of questions," says NPPC Chief Legal Strategist, Michael Formica. "We're in active discussions with California trying to work through this, trying to get clarity, so we have minimal disruptions to the marketplace."[2]

The measure also requires a certificate of compliance, involving distributors, packers and producers. The state of California has approved five private firms to conduct third party audits and issue certifications, although these details are still unclear.[2]

Driven for Change

The National Pork Producers Council is hopeful that there is change nearby. Lori Stevermer, President-Elect of the NPPC Board, says, "We know how much of a concern Prop. 12 raises, and we hear you. We are actively working with our representatives and senators to find a legislative solution, and we're far from giving up." <<



Scan this QR code for additional information on Prop. 12 and an *exclusive Q&A* with **Lori Stevermer**.

September 2022

NPPC and AFBF file SCOTUS reply brief to Petitioners. The same day, California's Department of Food and Agriculture announces Prop. 12 implementation rules are complete.

May 31, 2023

California Department of Food and Agriculture Animal Care Program releases guidance on implementing Prop. 12.

2023

October 11, 2022

The Supreme Court hears oral arguments.

May 11, 2023

The Supreme Court rules 5-4 to uphold California Proposition 12.

June 21, 2023

Superior Court Order of modifying California Proposition 12 implementation filed.[1]

Image courtesy of the National Pork Board, Des Moines, Iowa.



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ASK JIM

KEEPING KIDS SAFE ON THE FARM.

By: Jim Jensen, CFE Director of Risk & Safety

The harvest season is an exciting time on the farm, often involving the whole family. Growers are bringing in the crop and reaping the fruits of this year's hard work. During this time, and all seasons of the year, a farm offers children a unique opportunity to experience nature, learn valuable skills and build a connection with rural life. However, farming comes with some inherent risks.



I love having my little ones on the farm, but it's tough to keep them wrangled in the house all day. Any harvest-time outside tips you can give are much appreciated!

JIM SAYS: The best thing you can do is educate your children on the potential dangers on the farm, and really hit home on safety rules. As long as they're constantly supervised outside, being outside is less of a risk. Still make sure to keep an eye on them around machinery, animals, grain handling equipment, and power take-offs. Here's some helpful tips to keep in mind:

- Designate safe play areas away from work zones and machinery.
- Teach children that if they can't see a driver's eyes, that means they can't see you!
- Dress children in bright colored clothing.
- Walk around a piece of equipment prior to start up in case a child has gotten close to or under the equipment.
- Make sure equipment is turned off, with keys removed from ignition and parked safely when not in use.
- If kids are riding along, make sure they are secured in a buddy seat to the best of your ability. If there isn't a buddy seat, perhaps reconsider the ride along!

Harvest is a time of celebration and hard work, but it requires heightened awareness of potential hazards, especially concerning children. By educating kids about these hazards, limiting access to dangerous machinery and providing adequate supervision, parents and caregivers can ensure a safe and enjoyable farming experience for kids during this busy season.

UNDERSTANDING AGES AND ROLES ON THE FARM

Although harvest is a busy time for parents, it's also a valuable time spent with family. The opportunity to make lifelong memories and teach a variety of responsibilities comes with raising children on a farm. Although those lessons are important, it's equally as important, as the caregiver, to ensure you understand the age and development of each child and the appropriate roles they can take on.

Consider how to demonstrate a job or task and leave time for questions and conversation. It's important that the child feels confident in the task, but it's even more important that the caregiver feels confident in the child's safety. At the end of the day, if safety is questioned, supervision is required or another task should be considered. <<



EMPOWERING YOUNG FARMERS

CFE CORE CLASS II WRAPS-UP A SUCCESSFUL GROUP.

The old proverb, "Give a man a fish, and you feed him for a day. Teach a man to fish, and you feed him for a lifetime," sums up the vision of the CFE Core program. Give young farmers the tools, resources, education and network they need, and you will set them up to be successful for the generations to come.

Core Class II wrapped up with its final meeting in June at the Late Harvest Brewery in Sioux Center, over amazing pizza and some serious trivia competition. As with each Core event, encouraging the young farmers to network with CFE leadership and each other was one of the key focuses.

"I knew several people in the program but also met new people that I actually lived nearby and never knew them. It was fun learning together," shared Brenton Rossman, a pork producer and row crop farmer from Milford, Iowa. "Overall, it's a great, unique program. As a young producer, seeing that CFE has a vision for



Josh, Brooke and Addison Teeselink



Brenton, Walker, Grant and Emily Rossman



Mateo, Greg, Stacy and Kaden Kleinhans

the next generation means they realize who they will be working with in the future."

Focusing on the future by providing young farmers tools to make educated and informed decisions is the heart of each Core event—whether that was through taking a tour at an agricultural operation or hearing from experts in the field.

"I enjoyed the guest speakers," shared Greg Kleinhans, an Alcester, South Dakota, participant who owns a seed business and farms row crops. "They offered a lot of information and insights to areas not many of us had thought about. One topic that really made an impact on me was from the lawyer, Michael Thole. He taught us a lot about the different ways to structure our businesses and the importance of liability protection."

Another topic that struck several of the young farmers was farm transitioning. Many of the members were either at that stage in their family farm operation or would soon be embarking on the process. Brenton stated, "Because I work with my dad, one day there will be a transition, so learning about estate farm transitioning was really insightful for me."

The Core program was created to be beneficial for farmers at all stages in their career, whether they grew up on a farm or not—which made the program all the more helpful for a new farmer like Josh Hunt from Rock Rapids. Josh began his career in ag in high school as a hired hand with a local cattleman, then bought him out after college.

"As a start-up farmer, the Core program was a huge benefit," Josh, who now farms row crops along with managing 100 head of cattle, shared. "It gave me tools and information I could actually utilize. I also really enjoyed learning about how CFE secures fertilizer and all that's involved with it—I never knew or realized how much CFE puts into the process."

Providing the next generation of members an in-depth look at the operations of CFE and how the cooperative works was also a main education point of the Core program. Having a strong understanding of the cooperative makes for engaged members that will strengthen the organization.

Brenton echoed Josh's sentiments around learning more about CFE. "The most interesting topic for me was learning about CFE, their structure and understanding the inner workings of how the co-op worked that I wasn't aware of," he stated.

CFE plans to begin Class III in the upcoming year as the value it brings to young members is unquestionable. As Kleinhans states, "I found it really valuable to meet peers from the area and get to know them. I would tell anyone that gets tapped on the shoulder for this program it's totally worth your time."

Rossman also reiterates, "It was totally worth my time. It sounds like a big commitment, but it's really not. It's good to be engaged and learn." <<

HARVEST POLICIES

Grain Handling Rules & Rates Effective 9/12/23.

Grain will be received on a first come, first served basis. Hours will be flexible on an as needed basis during harvest.

You will have 10 days from the last delivery date to dispose of your grain. Grain after the 10 days will automatically be settled to House Receipts. Maximum of 20 day delivery window from first load. Storage charges start on average delivery date.

GRADE REQUIREMENTS:	MOISTURE	TW	FM	DAMAGE
Corn				
Cash Sales Contract, Price Later, Extended Price	15%	54#	3%	5%
Warehouse & House Receipts, Condo, Grain Bank	14%	54#	3%	5%
Soybeans				
Cash Sales Contract, Price Later, House & Warehouse Receipts	13%	54#	1%	2%
Oats				
Cash, House & Grain Bank Receipts	13%	36#	2%	0.1%

DISCOUNT SCHEDULES:

Corn

Moisture: *(Bought on a dry basis only.)*
All corn loads per settlement sheet will be averaged together.

Test Weight: *(Averaged by lot.)*
2¢ per lb. 54-50 lbs.
3¢ per lb. 50-48 lbs.
4¢ per lb. 48-46 lbs.
Rejected below 46 lbs.

Foreign Material: *(Averaged by lot.)*
3¢ each percent from 3% to 4%
4¢ each percent over 4%

Damage: *(Discounted by load.)*
2¢ each percent from 5% to 10%
3¢ each percent over 10%

Shrink & Drying:
(All loads will be averaged per sheet.)
Moisture Shrink of 1.18% & handling shrink of .32% per point, drying charge of $0.0475 per point of moisture removed.

Sour or Weevils: 10¢ per bushel

Musty: 5¢ per bushel

COFO: 25¢ per bushel

Soybeans

Moisture: *(Less than 12% will be figured at 12% for averaging.)*
Soybeans 12% to 15%: averaged as one lot.
Soybeans 15.1% above: each load will stand on it's own.
13.1% to 15%: 3% shrink per point, discounted per tenth.
Above 15.1%: 4% shrink per point, discounted per tenth.
Discount will be taken off of weight.
Over 16% must be sold upon delivery. 17% will be rejected.

Test Weight:
53.9 to 53: $0.005 per bushel
52.9 to 52: $0.01 per bushel

Foreign Material: *(Discounted by load.)*
Any fraction over 1% will be deducted from the gross weight.

Damage: *(Discounted by load.)* Market Scale.

Sour or Weevils: 10¢ per bushel

Musty: 5¢ per bushel **COFO:** 25¢ per bushel

Oats

Moisture: *13.1 & above: 2.5¢ per point*

Test Weight: 32 to 35.9: 1¢ per lb.
31.9 & under: 2¢ per lb. & subject to rejection.

Warehouse & House Receipts: *(Pro-rated daily).* $0.0625 per bushel per month.

Price Later Contracts: *(Pro-rated daily).* $0.0575 per bushel per month until contract matures on October 16, 2024.

Custom Drying: Handling fee of 15¢ per bushel. Grain not removed the same day will be charged .002¢ per bushel per day until removed *(6¢ per month).*

Grain Bank: *(Pro-rated daily).* Free storage for 30 days then 4¢ per bushel per month & charged out as it is used. Unprocessed grain taken out will be assessed a 15¢ per bushel penalty plus storage charges.

Storage & Service Charges: House Receipts, Warehouse Receipt, Price Later & Grain Bank will be billed out monthly.

Deferred Payment Contract: Contracts are always available.

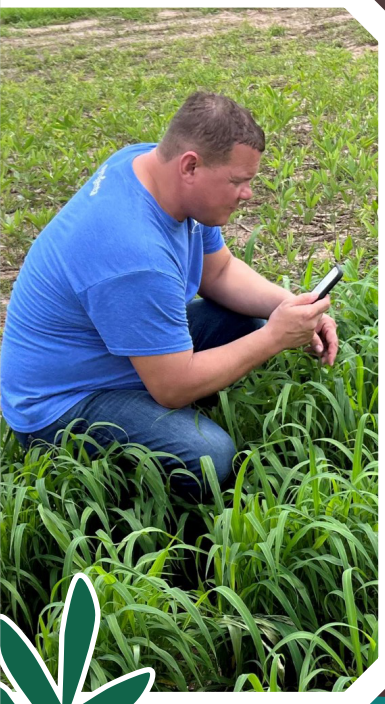
NO quantities of less than 100 bushels may be placed on Price Later Contract, House Receipt or Warehouse Receipt.
Late delivery of contracts may be subject to a minimum of $0.25 per bushel penalty.
We can not accept treated beans, as they are illegal to sell. If treated beans are received, they are subject to a minimum discount of $1,000.00 plus any subsequent penalties should they occur.

All rates are subject to change without notice.

A Trip OF A Lifetime

CFE AGRONOMISTS GO INTERNATIONAL.









Most commonly, area growers can find Terry Aukes and Dan Jacobsma working from a truck or an office during February, preparing for the upcoming growing season. However, when the two agronomists were presented with a unique opportunity to travel to Brazil, they leapt at the chance to embark on a journey of a lifetime.

Verdesian, a vendor of six years with CFE, offered up the chance for travel in February of 2023.

"We were two of 12 people from the U.S. going on the trip. The group was made up of mostly other cooperatives and Verdesian employees," said Terry.

They traveled to Luis Eduardo Magelhaes (LEM) in the state of Bahia—or south central Brazil—but the trek did not come easy. "We flew from Sioux Falls to Chicago to populated Brazil, and then on a Learjet into LEM," said Dan.

The duo spent five days jam-packed with tours and programming in an effort to experience as much Brazilian culture and agriculture as possible. The takeaways from the trip were plentiful.

TIPPING Scales

The first farms around LEM were founded in 1986. The city of LEM is roughly 25 years old, and the city's exponential growth is attributed to the boom in agricultural success in the area.

"The population of LEM grew from 12,000 to 90,000 all due to the needs of surrounding farms—and it's valid," said Dan. "Farmers are growing three crops a year, 365 days a year underneath the irrigator."

The number of crops per year wasn't the only part of their trip that shocked them.

"The Franciosi Farm that we visited was made up of 30,000 contiguous acres, 28 pivots at 850 acres per pivot, irrigation canals and a holding pond. The farm site in the middle included an office, scales, grain storage, housing and equipment storage and 250 employees to run it all" said Terry. "This kind of setup is common there."

CONT'D ON NEXT PAGE...

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Terry further noted the incredible responsibility these farmers had to make in-the-moment decisions based on real-time monitoring and data. "They had a software to keep a watchful eye on which irrigation pivots were moving, which needed service, which were just getting started with irrigation, and make split-decisions to go another route because it's what the soybeans needed at that very moment."

This same farm also had 55 trucks and 18 combines to keep operations running smoothly, and make 12-15 application trips per crop. "Their mindset was, 'If there's a chance to increase or protect yield, make the pass,'" said Dan. "They don't have crop insurance in Brazil, and they need to do everything they possibly can to observe the growth. They live in a constant state of crop optimization that we're not accustomed to."

INFRASTRUCTURE: The Limiting Factor

The growth of agriculture has been significant over the past couple decades, but their infrastructure confines their success.

"80% of the beans have to go to the one port in Salvador," said Terry.



"It all ships out via trucks, via one highway, and it's a 600 mile one-way trip."

Dan said the inland grain ports are quite small as well. He mentioned while sharing a photo, "This is their sole grain port. There isn't anything like that for 200 miles, whereas we have something like this every 15 miles."

The trucks used by the farms are all double trucks. Dan said, "At first we questioned why they weren't using something like a hopper trailer, but it's because they're also hauling totes of product back to the farm like chemicals, fertilizer, whatever it might be."

These trucks weigh-in at 140K-145K pounds—double the weight of trucks in the U.S.—but the weight is needed to navigate the roads off the highway, which resemble a cleared red dirt path to be maintained by those who need them most—the farmers.

AT-HOME Application

Coming back home to the states with this newfound knowledge, Terry and Dan were driven to apply the lessons to help their growers make changes to better set them up for success.

"After those first two weeks of conversations and planning, 12 growers trusted us with an 80 [acre section] to test some of these new strategies that are working in Brazil," said Terry. "Specifically, multiple applications in a growing season. That plant can't metabolize what it needs to in one pass—it needs multiple to get the full benefit."

Additionally, the two found themselves humbled and further compelled to drive action. "Agriculture is bigger than the United States," said Dan. "The experience and knowledge we have serves us greatly in our area, but there is always more learning to do and action to take to better our chances of being successful." <<





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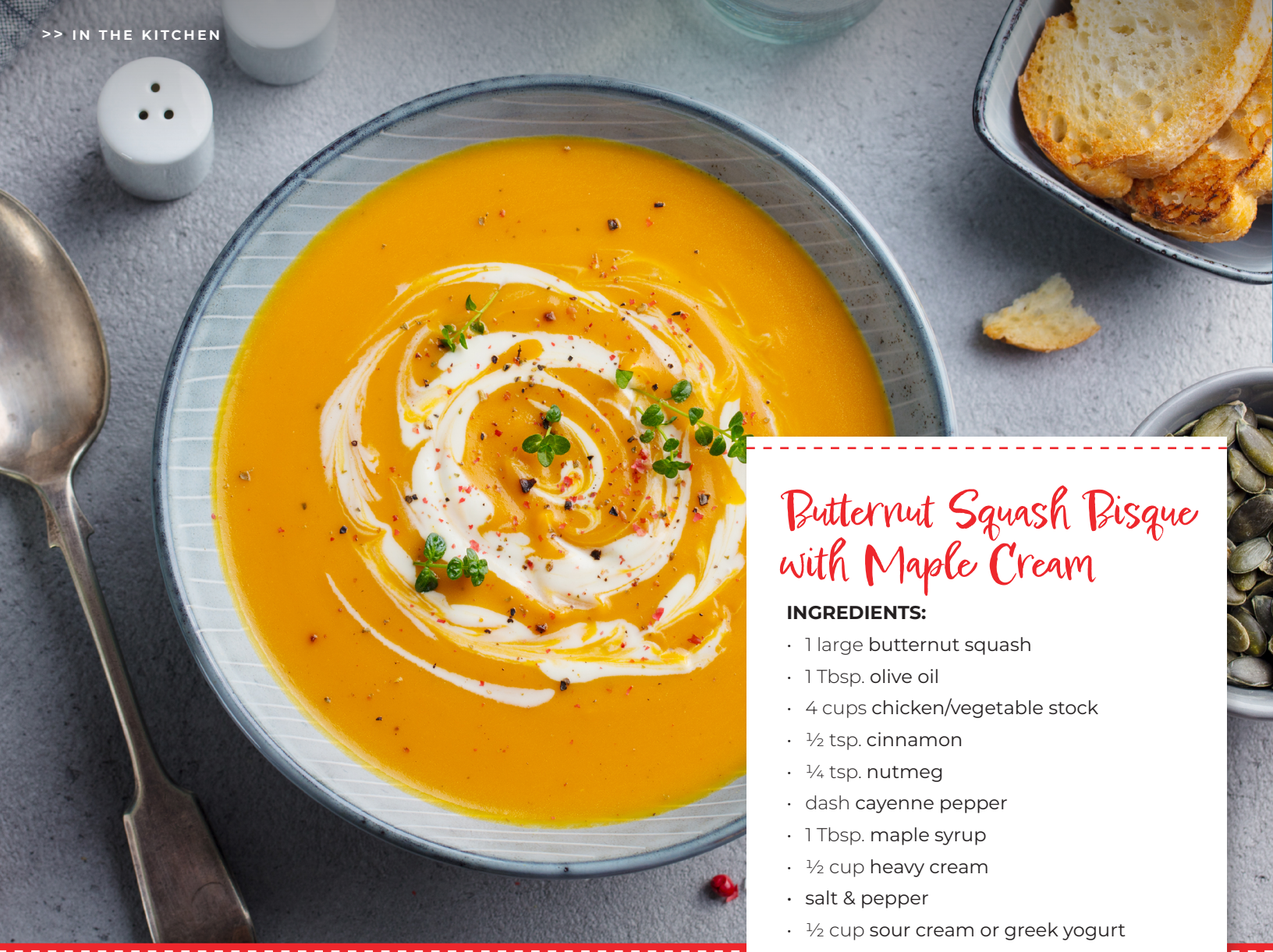
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Buttered Up for Fall

Butternut squash bisque is a rich, healthy fall soup that is sweet and creamy, and can have just a touch of heat that will warm up anyone during one of the chilly fall days we all know and love. The sweetness from the butternut squash really shines through in this recipe, and paired with the perfect toppings of maple cream and crispy sage, this is sure to be a crowd-pleaser in the upcoming seasons.



This recipe comes from the Worthington, MN, kitchen of Kia Nystrom. Kia and her husband, Aaron, have three children together: Kip (10), Court (9) and Thea (5). Check out Kia's story of how she took her orchard from a seed to a ripe fruit on *page 10*.

Butternut Squash Bisque with Maple Cream

INGREDIENTS:

- 1 large butternut squash
- 1 Tbsp. olive oil
- 4 cups chicken/vegetable stock
- ½ tsp. cinnamon
- ¼ tsp. nutmeg
- dash cayenne pepper
- 1 Tbsp. maple syrup
- ½ cup heavy cream
- salt & pepper
- ½ cup sour cream or greek yogurt
- 2 Tbsp. maple syrup
- crispy sage leaves
- chopped brown sugar pecans

INSTRUCTIONS:

1. Preheat the oven to 425°F and place squash that has been halved and seeded in a baking dish. Drizzle with oil and sprinkle with salt.
2. Roast squash until tender and cooked through (40-50 minutes). Cool.
3. Scoop cooled squash into a blender, add 2 cups of stock and process until smooth. May have to work in batches.
4. Add squash puree to a large pot and stir in remaining broth, nutmeg, cinnamon and pepper. Cook over medium heat until warmed through. Stir in maple syrup and cream. Continue to cook for 5 minutes, then keep warm.
5. For maple cream, combine sour cream or yogurt in a bowl with maple syrup and season with salt and pepper.
6. Top soup with maple cream, sage leaves and pecans. Garnish with your choice of seeds and herbs.

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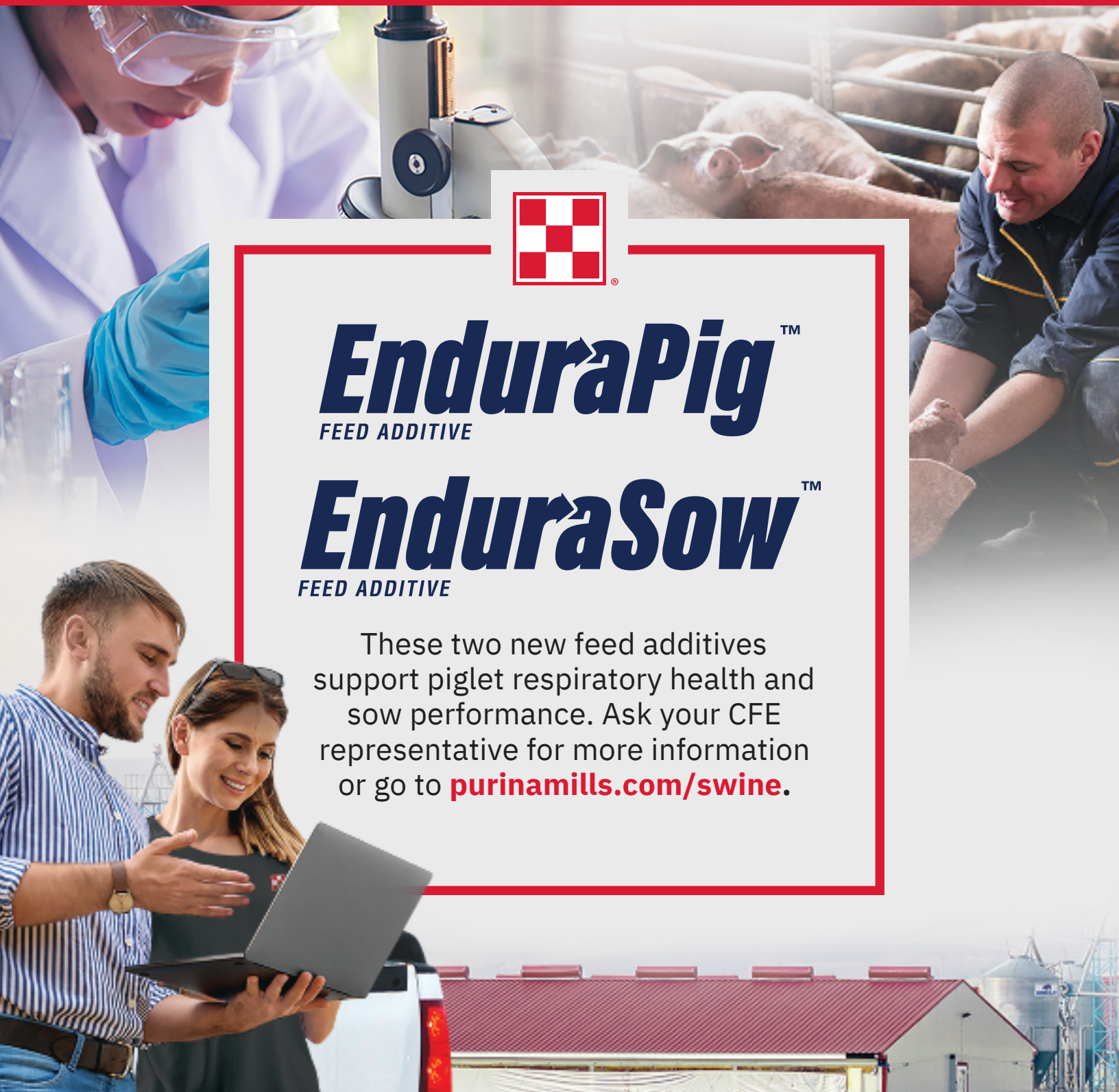
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