



GOLD-EAGLE COOPERATIVE

THE PERSPECTIVE

www.goldeaglecoop.com



LOCATIONS

Galt
515-825-9673

Clarion
515-532-2881

Corwith
515-583-2462

Eagle Grove
515-448-4775

**Eagle Grove
– Feedmill –**
515-448-5392

Goldfield
515-825-3161

Hardy
515-824-3221

Holmes
515-825-9675

Hutchins
641-843-3828

Kanawha
641-762-3251

Livermore
515-379-1843

Renwick
515-824-3214

Thor
515-378-3314

Titonka
515-928-2272

Wesley
515-679-4272

Woden
641-926-5301

Begin with the End in Mind

*by Chris Boshart,
General Manager*



I don't know about you, but I love a great ribeye steak — one that's thick, juicy and packed with flavor. If you stop and think about it, a lot of people put a lot of effort into creating that great steak.

Someone had a role in selecting the genetics that helped produce that tasty beef. Someone else supplied high-quality feed for the cattle. The producer had to provide proper nutrition and excellent care before the cattle went to market. There were many others along the way who also played key roles to ensure I can enjoy that delicious ribeye.

This highlights the fact that success is linked to beginning with the end in mind. My kids have learned this lesson through their 4-H projects.

You know the importance of beginning with the end in mind as you plan ahead for a successful 2020 growing season.

In the cooperative system, beginning with the end in mind starts with listening to input from our member-owners, including our board members. We're fortunate to have good board members who are engaged in the process of guiding your co-op. Gold-Eagle's board members serve three-year terms and can run for the board up to five times.

When they attend Gold-Eagle's board meetings, board members are prepared to evaluate what has worked well at Gold-Eagle, along with areas we need to focus on going forward. They also make time for the annual board retreat each winter, where they invest three consecutive, full days to discuss key topics in depth with Gold-Eagle's managers. This setting gives us the time to look at key issues from many different angles and get on the same

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Begin with the End in Mind

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page to guide Gold-Eagle's future. It helps that Gold-Eagle's banker is part of this process, along with Dave Holm, executive director for the Iowa Institute for Cooperatives, who helps facilitate these meetings.

Our goal? Serving you as effectively as possible

As you look at the upgrades Gold-Eagle has invested in during the past several years, from new grain bins to improved agronomy rolling stock, all have resulted from planning where we begin with the end in mind.

We gather input from many sources and analyze the data. Which Gold-Eagle locations

have the longest wait times for dumping grain? What locations are short on grain storage space? Then we decide where to invest our resources.

Sometimes these plans don't work out exactly as we envisioned. That's why we adapt them, as needed, to reach the ultimate goal of serving you as effectively as possible.

As the co-op has grown, your board members have helped ensure that Gold-Eagle maintains the local connections that allow the business to thrive. You play a key role in this success, too. Thank you for your continued support of Gold-Eagle. We couldn't do it without you. ◀



"In the cooperative system, beginning with the end in mind starts with listening to input from our member-owners, including our board members."

GOLD-EAGLE OFFICERS AND DIRECTORS

Name	Address	Term Expires	Position
Jeff Morris	Wesley, Iowa	2022	President
Tracy Studer	Wesley, Iowa	2022	Vice President
Jon Nissen	Renwick, Iowa	2021	Secretary-Treasurer
Richard Christensen	Eagle Grove, Iowa	2020	Director
Wendell Christensen, Jr.	Wesley, Iowa	2020	Director
Peggy Erickson	Eagle Grove, Iowa	2021	Director
Laurie Johnson	Belmond, Iowa	2021	Director
John D. Meyers	Hardy, Iowa	2021	Director
Jim Moore	Clarion, Iowa	2022	Director
Brian Spellmeyer	Dakota City, Iowa	2020	Director
Kevin Steenblock	Kanawha, Iowa	2021	Director
Aaron Thompson	Kanawha, Iowa	2020	Director
Justin Ullmann	Woden, Iowa	2022	Director

Meet Board Member Aaron Thompson: “Gold-Eagle Works for the Common Good”

As he looks around his area near Kanawha, Aaron Thompson knows it's challenging to keep businesses open. Kanawha lost its grocery store a few years ago, and the local restaurant closed earlier this year. One business that's still going strong, however, is the local co-op.

“I appreciate the service at the co-op,” said Thompson, 36, a corn and soybean producer who has farmed full-time since 2005. “Everyone knows your name, they know your fields and they know what you need. I like being connected to a local company like Gold-Eagle where the members are also the owners.”

Q: What's your farming and educational background:

A: I grew up on a north-central Iowa farm where my family raises corn and soybeans. After graduating from West Hancock High School in 2001, I went to Iowa State University, where I earned my bachelor's degree in Ag Systems Technology in 2005. Then I returned home and started farming on the family farm.

Q: How did you get involved with the co-op board?

A: When a North Central Coop board member passed away, I was appointed to fill that spot. I'm serving my fourth year as a co-op board member. I've learned a lot during the transition to Gold-Eagle. I also learned a lot when I went through the Iowa Institute for Cooperatives' director training program.

Q: What has been one of the most eye-opening parts of serving as a board member?

A: As a farmer, you don't always understand why certain decisions are made at the co-op. As a board member, you see the big picture, and things make a lot more sense.

Q: How has your service as a board member changed you?

A: I think you become a better farmer and a better ag business professional by serving on the board. You have a lot of opportunities for continuing education, plus I've learned a lot from the other board members. Don't be afraid to ask stupid questions. I've found that everyone on the Gold-Eagle board and management team is welcoming and supportive. There's plenty of open discussion, everyone has a voice, and people are willing to answer your questions and help you learn.

Q: What excites you about the future of Gold-Eagle?

A: Gold-Eagle has such a strong business, and there are many local end-users nearby for farmers' grain, from the CORN, LP ethanol plant in Goldfield to Gold-Eagle's feed mills. I look forward to seeing Gold-Eagle grow, not just for the sake of getting bigger, but to grow strategically and serve local farmers even more effectively. Being part of a co-op means we all have ownership in this company, and we work together for the common good. The future is bright for Gold-Eagle. ◀

Editor's note: Aaron and his wife, Courtney, are newlyweds (they married in 2019) and live in Britt. Courtney, an esthetician who provides skin care treatments such as facials and more, works in Algona at SOMA Med Spa & Wellness Clinic.



DEKALB® Provides Elite Seed Treatment

by Chris Petersen,
Seed Manager,
Agronomy Division



When you pick up your seed from Gold-Eagle this spring, all DEKALB hybrids and varieties that were new introductions within the last two seasons will automatically come with an elite seed treatment, no matter whether you've purchased a SmartStax® hybrid or other trait option.

DEKALB takes the base fungicide on the seed and uses a 4-times rate for more effective control. This elite treatment is already figured into the price of the seed, so there's no extra charge. ◀



Planting New Seed Technology? Sign the Agreement

by Chris Petersen,
Seed Manager,
Agronomy Division



We're seeing a lot of interest in Enlist E3™ soybeans, due to farmers' desire for more effective weed control. These elite varieties combine tolerance to 2,4-D, glyphosate and glufosinate in a three-gene stack for multiple modes of action.

You'll also start hearing a lot more about Qrome® technology. Qrome products include a unique molecular stack of the proven Bt proteins from the Herculex® I and Herculex® rootworm traits. This new technology is the key to unlocking higher yield potential on your acres.

Qrome involves a new way of inserting the rootworm trait for an optimized balance of insect protection and agronomic performance. When plant breeders put the Herculex trait in corn in years past, it sometimes held yield potential back. With new Qrome technology, it's a lot easier to maintain the crop's yield potential after inserting the trait. We offer Qrome technology through the Mycogen line of seed genetics.

If you plan to plant seeds with E3 soybean technology or seeds with Qrome technology, you'll need to sign a

technology-use agreement. You have to have this agreement signed and filed before we can sell you seed.

You can go to www.agcelerate.com to sign license agreements electronically. If you prefer not to go online, we have the paperwork you'll need to fill out. Then you can send (or email) the signed paperwork to the address on the form.

We'll make a concerted effort to reach out to you to help make sure this process gets completed. One thing we can't do is complete the online form or sign the paperwork for you. The system makes this nearly impossible. It has to be completed by you, the grower.

The good news is you'll only need to sign this technology licensing agreement once, unless the technology itself changes and requires a new agreement between the supplier and the grower. We're here to answer your questions about this process. We'll be reaching out to customers, plus you're welcome to contact your Gold-Eagle salesperson with any questions. ◀

Will Spring Weather Limit Fertilizer Supplies?

by Boone Morgan,
Sales Manager,
Agronomy Division



If you've ever heard Elwynn Taylor talk about weather patterns, you've probably heard him mention that as the days get longer this time of year, the weather patterns move north. Arkansas weather comes to Iowa, says the Iowa State University Extension climatologist.

In early 2020, storms brought flooding to Arkansas. Also, if there's massive snow melt in the Dakotas or excess rainfall entering the Missouri River, this water will eventually feed into the Mississippi River.

While no one can predict the future, what if excess moisture becomes a big issue from Arkansas to Iowa and beyond this spring? The situation will likely impact the Mississippi River, where barges transport a lot of dry fertilizer from ports in the south up to the Midwest. Other products we use locally, including 32% nitrogen, can also move by barge.

Barges lead to trains which lead to trucks in the logistics chain that brings fertilizer to our area. If you take one or two of these transportation methods out of the equation, you've got big challenges.

If excess rains push river levels extremely high, the barges can't travel safely. When barges have limited windows of opportunity to travel, this strains the trucking system, too. You can't run trucks non-stop, unless you have two drivers for each truck.

What's this mean to you?

All this means agriculture could face some logistical challenges this spring that may impact your fertilizer needs. It all depends on Mother Nature.

While you can't control the weather, you can have a plan in place. Let's work on this together to clarify what agronomy inputs you'll need, when you'll need them and in what amounts. Then stay in touch with your Gold-Eagle agronomist as the spring planting season gets underway. If you need extra inputs that we weren't aware of, this will make a potentially challenging situation even trickier.

The more we know your agronomy plan for 2020, the more we can work ahead to head off some of the issues that could potentially mess things up. We can conquer these challenges together. ◀



It's Time for Spring Training: Complete Dicamba Course Online

by Chris Petersen,
Seed Manager,
Agronomy Division



Baseball season isn't far away, which means it's time for spring training. Since planting season isn't far away, it's time for you to do some spring training as you get ready to go to the field. Specifically, I'm talking about online training so you can apply certain crop-protection products this year.

If you plan to spray XtendiMax[®] herbicide on Xtend[®] soybeans, you have to take an online training course at <https://training.roundupreadyxtend.com/?ref=roundupreadyxtend-onlinetraining>. When you go on the site to complete the training, you'll need to have your private applicator's license (or commercial applicator's license) and enter your applicator identification number into the online system.

Then you'll be able to go through the online training, which focuses on buffer management, equipment preparation tips, application requirements, window of application, selection of nozzles, recordkeeping and more. Once you complete this training, you can use

a wide range of dicamba products, including XtendiMax[®] from Bayer, Engenia[®] from BASF, Tavium[®] from Syngenta and FeXapan[®] herbicide from Corteva Agriscience.

We'd like a copy of your certificate of completion so we can stay in compliance with current regulations when you purchase these products. Also, you must complete this dicamba training each year.

What about Enlist?

What about Enlist Duo[®] and Enlist One[™] herbicides? Do you need to complete online training to use them? No. Product labels for the Enlist chemistries do not require online training, although there is an Enlist 360 online training you can complete at www.enlist.cvom/en/enlist-360-training.

This online training discusses how Enlist traits and Enlist herbicides work (Enlist products use 2,4-D chemistry, not dicamba), including label requirements and best management practices for

weed control. Although this training isn't mandatory, it's still a good idea to go through it. You'll learn about mixing procedures, tank-mix partners, buffers and more.

While soybeans are highly susceptible to dicamba drift, this issue is much less serious with 2,4-D drift. This doesn't mean there's nothing to be concerned about with 2,4-D. Grapes' susceptibility to 2,4-D is almost equal to non-traited soybeans' susceptibility to dicamba. If you're spraying anywhere near a vineyard, be cautious.

Gold-Eagle will carry both Enlist products this year, including Enlist One[™] (2,4-D and choline) and Enlist Duo[®] (a combination of 2,4-D, choline and glyphosate).

If you have any questions about the online training or any of these crop protection products, contact your Gold-Eagle salesperson. We appreciate the chance to serve you. ◀



Save with Summer Grid Sampling



by Bruce Burns,
Eagle Vision Precision
Farming Services

There's still time to get your grid sampling done this year. Did you know you can save around \$1/acre by sampling now instead of

after harvest? These savings are driven by the fact that soil sampling after planting helps spread out the soil samplers' workload. This reduces the soil lab's heavy workload in the fall, when there are shorter turnaround times and fewer days to get the job done.

Getting your results back this summer also gives you plenty of time to work with your Gold-Eagle salesperson to develop a fall fertilization plan. When you finish harvesting a specific field this fall, just let us know, and we'll follow the plan to fertilize those acres. This saves about two to three weeks of your precious time during the fall crunch, when you probably want to start tillage as soon as possible.

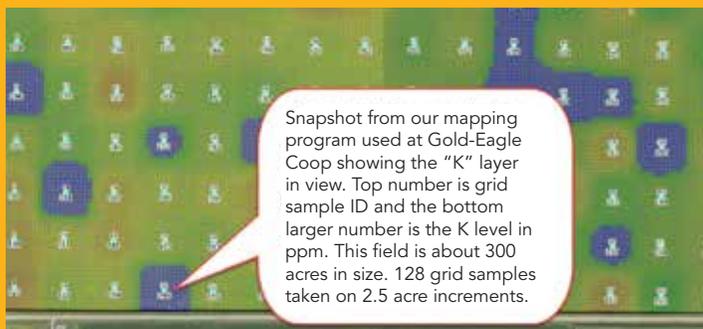
Sample one fourth of your fields every year

We recommend taking grid samples in 2.5-acre increments, although 4.4-acre increments also offer a decent way to determine your soil's nutrient levels. Gold-Eagle has a recommendation calculator to help you maintain and build your soil nutrient levels as needed, while keeping your budget in mind.

Spread your grids out by sampling a fourth of your fields every year. This will provide an updated set of recommendations that reflect current nutrient levels in your fields and help you apply fertilizer where it's needed and cut back where levels are adequate. With the high yields we've seen in recent years, many nutrients have not been replaced even to a maintenance level.

Sampling a fourth of your fields every year will also spread out your expenses for the grids. I recommend including the cost of grid sampling when you calculate your fertility plan. Account for this investment, rather than viewing grid sampling as an add-on.

Contact your Gold-Eagle salesperson to learn more about saving with grid sampling. We appreciate your business. ◀



Here's an example of how a 2.5-acre grid sample appears when surfaced in our mapping program.

Coronavirus Hits Markets Hard



by Brady Hess,
Merchandising
Manager

The global spread of the coronavirus (officially called COVID-19) seems to have exploded recently, with outbreaks in Iran, Italy and South Korea. The World Health

Organization (WHO) has warned that such cases show the window of opportunity to contain this virus is narrowing.

In fact, it may already have shut. By late February, some epidemiologists were warning that health officials are failing to detect two-thirds of infected people travelling globally. In any case, the commodity markets took a huge hit on Feb. 24.

After a surge of new coronavirus cases outside China were reported over the weekend of Feb. 22-23, investors feared the disease will put a major dent in global growth. The Dow Jones Industrial Average plunged 3.56% to close at 27,960.80 on Feb. 24, the third 1,000-point-or-more drop in history.

Coronavirus worries have crept into agricultural markets, too, as investors assess the disease's effects on demand for grain and oilseeds. On Feb. 24, March corn dropped 4¾ cents to close at \$3.72¼ per bushel. March soybeans declined 16¼ cents to close at \$8.74¼ a bushel. March soybean meal lost \$3.10 to close at \$286.10 a ton.

Where do we go from here?

By late February, the WHO emphasized that the coronavirus was not yet a pandemic. The WHO was urging countries to prepare for coronavirus' arrival, however, on the assumption that a pandemic declaration may come.

As of Feb. 24, more than 2,200 cases of the virus had been reported outside of mainland China, where the overwhelming majority of the 79,000 cases had been located since officials first discovered the disease in December 2019. The number of deaths outside mainland China has also increased, with fatalities in Iran, South Korea and Italy.

All this comes at a time when there had been signs that Iowa corn and soybean growers may find opportunities to secure breakeven, or profit opportunities in 2020, thanks to improved price outlook and expectations for lower production costs, according to the Iowa Farm Bureau Federation.

It's impossible to tell how all this will play out. I encourage you to work with the Gold-Eagle grain marketing team to help you find ways to capture profit potential when the market offers opportunities in the weeks ahead. We appreciate your business. ◀

GOLD-EAGLE COOPERATIVE

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www.goldeaglecoop.com

Want to Be a Better Farmer? Use This One Key Military Tactic

by Boone Morgan,
Sales Manager,
Agronomy Division



If you're like a lot of farmers, you'd just like to forget 2019. Mother Nature was tough. Commodity prices weren't great. It was easy to make mistakes at times.

When it comes to facing adversity and learning from difficult experiences, however, I encourage you to think like the military. Just like farmers, members of the military work in stressful environments where breakdowns and potential danger are common. The military wouldn't think of ending a mission without a debrief to analyze what went right, what went wrong and what can be done better next time.

I encourage you to do the same on your farm. A debrief is a collaborative meeting where you solicit input from everyone who was involved in key areas of your farming operation last year. Designate someone to take notes to capture all the ideas. A large whiteboard can be a useful tool during a debrief.

An article I read in Farm Futures magazine recently covered this topic and offered some key questions to help guide the process:

- **What worked?** Go around the table and get feedback from everyone about what they think worked well last year. Also ask them why it worked. Most of the time you'll get better feedback from the "why" than anything else.
- **What failed?** Using the same techniques outlined above, ask what didn't work so well and why. Don't immediately jump to solutions. Get all this documented first.
- **Now what?** Take each item from the failure list and brainstorm how to address this challenge before you head into your next mission of spring planting 2020.

Put your debrief to work for you

Documenting these insights lets you build a library of knowledge that can be passed down year after year. Go back and review these notes from time to time. Use this information to make little tweaks that improve efficiencies in your operation. A 1%, 2% or 3% increase in efficiency each year adds up over time and creates a profitable environment that can make the difference between success and failure.

Another benefit of the debrief? It frees your mind to focus on the challenges at hand.

The military knows a debrief offers a powerful way to improve and survive when the stakes are high. You can do the same. ◀

"The military knows a debrief offers a powerful way to improve and survive when the stakes are high. You can do the same."