



2008 Ag Times

News from Your Ag Plus Professionals

A Recap of 2007 and Forecast for 2008



On behalf of the Ag Plus employee group, I want to thank our members for your business. As you may have noticed, we're working to bring progressive new opportunities home to local producers in 2008-- we're continually evolving our products and programs to keep pace with your expectations and changes within our industry. For example:

- This past year, we implemented a new equity revolvment program which puts non-taxable revenue back into your hands. Members will receive \$315,000 in refunds.
- Our Board also approved a substantial patronage return of \$800,000 to our members. Checks will mail in the next several weeks.
- To streamline the effectiveness of the Board and for a more efficient representation of it membership, the Board has decided to reduce its membership from nine members to seven.
- And finally, we are continuing to hold our local Customer Appreciation breakfasts to bring more members and employees together.

Substantial changes in agriculture have been taking place. Crop inputs are up 60-70% and cost revenues are increasing as well. Agricultural opportunities are available today that were not 10 years ago and we are striving to take advantage of all of them. Please take a moment to read more about each of these initiatives (and review the financial recap) in this newsletter. I am extremely encouraged about the future of Ag Plus.

I thank you for making these successes possible.

Jeff Mize, General Manager



New Equipment Improves Productivity

2007 saw the implementation of new grain bins for AgPlus. The newest bin has the capability of storing 554,000 bushels of grain. This is an increase in total storage for AgPlus to 5.3 million bushels and enables us to better serve our customers and improve our marketing capability to new feed and bio-fuels industries.

With our existing truck and rail-loading facilities, we are able to provide delivery of grain by the most efficient methods and the additional capacity of the new bins allows us to do so in larger volume.

AgPlus is participating in the CountryMark image-enhancement program. All of the AgPlus petroleum trucks and facilities will be identified with the new CountryMark logo. New promotions and fixed-price contracts will be offered to AgPlus members. Watch for CountryMark advertising supporting Indiana refinery and **all American crude** throughout our local areas.



Additional New Equipment

- New twin bin spreader for Woodburn
- Propane Chassis
- Service Truck for Propane
- New truck and rail loadout for Raber
- New delivery equipment for fertilizer

These are only a sampling of our new equipment installations!



2007 Highlights

The fiscal year ending August 31, 2007, marked another financially successful year for your cooperative. Ag Plus is in a strong position to serve members in the future, and is also able to invest in the equipment, facility upgrades and trained professionals you need to succeed. Your management team and directors have an on-going commitment to protecting both the integrity and strength of this business you own. Please contact a Board Member or Manager **Jeff Mize** if you have any questions about Ag Plus.

	<u>08/31/07</u>	<u>08/31/06</u>
Total Sales	\$83,307,962	\$66,135,100
Gross Operating Income	\$1,399,028	\$860,311
Net Savings	\$1,244,350	\$847,484
Total Assets	\$33,077,381	\$22,420,104
Total Liabilities	\$24,109,294	\$14,347,241
Net Worth	\$8,968,087	\$8,072,863
Patronage Refunds to Members	\$400,000	\$250,000

The Board approved a 2007 patronage of \$800,000 with half in cash. Members will receive checks by March 15, 2008. Watch your mail - and thanks for your business!



Spotlight On... Scholarship Winners

Ag Plus was pleased to announce a new annual scholarship program available to local students pursuing a career in agriculture in 2007. The new scholarship program will annually award a \$500 scholarship to two students enrolled to attend any two or four-year college in their agriculture curriculum. The 2007 recipients, Kelli Kuehnert and Kelli Hoffman, both share their strong interest for agriculture and pursuit to influence the industry.



Kelli Kuehnert

Kelli Kuehnert is currently a sophomore attending Purdue University- Indiana University of Fort Wayne with a concentration in Pre- Veterinary medicine. She is the daughter of Stan and Carol Kuehnert and 2006 graduate from Carroll High School. Kelli plans to be accepted to Veterinary School at Purdue University, West Lafayette next fall. Along with her studies she is active in volunteer work at a local animal shelter, family farming operation, church activities and missions trips.

Kelli Hoffman

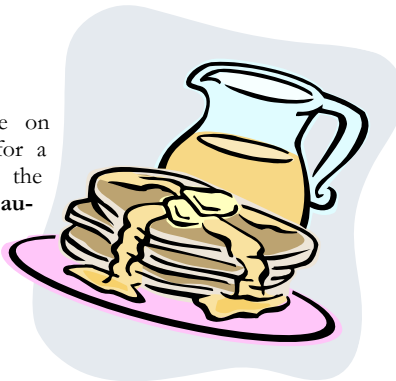
Kelli Hoffman is a graduating senior at Purdue University, West Lafayette majoring in Agriculture Education. She is the daughter of Kirk and Judy Hoffman of Columbia City. Kelli hopes to become an agriculture teacher and own and operate a farm or ranch of her own someday. She also is a very active student with involvement in numerous clubs and organizations at Purdue. Additionally, Kelli demonstrates great community involvement in FFA, 4-H, her family farm, and is special needs volunteer.

Ag Plus believes that students expressing leadership abilities and an interest in agriculture are needed to fill a variety of positions in the agriculture industry. The scholarship program Ag Plus is offering is our way of encouraging students to pursue their dreams to study and to work careers in agriculture related fields. Both recipients were grateful for the assistance the scholarship provided for them in pursuit of their goals with agriculture.

Pancake Breakfasts

Yum! Make a note on your calendar to come out for a great meal and fellowship at the **2008 Ag Plus Pancake and Sausage Breakfasts**. Dates for these Customer Appreciation events are scheduled as follows:

- Woodburn, March 11th
- Churubusco, March 12th
- Raber (Peabody), March 13th
- South Whitley, March 14th



These breakfasts are a great (free!) opportunity to visit with friends and neighbors, as well as the Ag Plus team serving you. Plan to join us!

Attention All Area Ag Students!

\$500 Scholarships



Ag Plus will award two **\$500 scholarships** to graduating seniors as well as freshmen, sophomores, and juniors in advanced-education classes.

Applicants must live in the Ag Plus trade area and complete an application to be postmarked by March 31, 2008. Applications must be signed by a school official and are available at school counselor offices, county extension offices, and at Ag Plus branches. Return your application to Scholarship Chairman Craig Sherbahn, PO Box 306, South Whitley, IN 46787. **Apply today...& best wishes!**



Ice Melt Helps!

We offer several different ice melt products. We have straight ingredient products like calcium chloride and magnesium chloride that melts snow and ice at temperatures below zero degrees.

Our most popular products for sidewalks and small parking areas are the combination products. Lightening Fast and Professional Ice Melt are the best melt value for the dollar. They both consist of sodium, potassium, magnesium and calcium chlorides. This combination product also has a blue indicator dye in it so that you can see where you have already applied product to help aid in efficient applications.

We offer delivery in our trade areas and discount pallet pricing. Call or visit the Turf Center for more information (260) 749-5139 or see our web page at www.agplusinc.com. Look for the Turf Center drop down and find our Ice Melt Fact Sheet. Have a slip free and safe winter season!



Matt Mang - Yard Whisperer



Turf Corner

2008 Input Finance Program for Qualified Buyers



Ag Plus will be offering crop input financing again in 2008 for qualified buyers through the Cooperative Finance Association (CFA). CFA will finance all crop inputs whether purchased from Ag Plus or otherwise, including repairs and cash rent. The base interest for loans is CFA Prime* plus 2.0%. This year we have the ability to offer flexible

rates for **crop inputs purchased from Ag Plus** which will **discount** the base interest rate depending on your commitment for purchases based on the following options:

Option A: Commit to purchase at least 80% of your 2008 Fertilizer needs from Ag Plus.

Option B: Commit to purchase at least 80% of your 2008 Chemical needs from Ag Plus.

Option C: Commit to purchase at least 80% of your 2008 Fuel & LP needs from Ag Plus.

Option D: Commit to purchase at least 80% of your 2008 Seed needs from Ag Plus.

Purchase commitments and loan applications submitted and approved January 31– April 1, 2008 are eligible for the following discount rates on inputs purchased from Ag Plus:

<u>Qualifying Options</u>	<u>Interest Rate</u>
One Option	Prime +1.5%
Two Options	Prime +0.5%
Three Options	Prime -0.5%
Four Options	Prime -1.5%



Meet Chris Webb

For the past five years, Ag Plus has teamed with Chris Webb, of Ceres Solutions, to provide our customers with crop insurance. With nearly 20 years experience in the grain industry, Chris has helped many Ag Plus customers better understand the relationship between their grain marketing and crop insurance needs.

We are very pleased with our relationship with Chris and the number of area producers who have chosen to purchase their crop insurance through him. If you would like to visit with Chris, feel free to contact any AgPlus location.

Welcome, Jamie Anderson!

Jamie Anderson started Ag Plus on October 15, 2007. She is working with Lois Foellinger, and will be filling that position when Lois retires in June, 2008. Jamie graduated from Columbia City High School and then Purdue University in May, 2006. She grew up on a family farm in southern Whitley County, and was active in 4-H. Jamie and her husband, Ron, live in the South Whitley area.



Welcome, Tara Cormany!

We welcome Tara Cormany as the new Grain Originator and Merchandising Assistant at Ag Plus. She is already busy on the road visiting farmers, originating grain, and connecting with the other branches. In addition, she is also engaged in the buying, selling, hedging and formatting the position of our grains.

Tara is a recent graduate of Purdue University with a degree in Sales and Marketing. She comes from a strong agricultural background, having grown up on a farm in rural Columbia City and as an active member of the Whitley Co. 4-H program. Tara has a passion for service and her most recent endeavor was a short-term mission trip to Kenya.





401 South Main Street
 South Whitley, IN 46787
<http://www.agplusinc.com>

Spring 2008

Churubusco Ag
 (260) 693-2161

Peabody Ag
 (260) 396-2131

Raber Ag
 (260) 244-5188

South Whitley Ag
 (260) 723-5141
 (800) 533-2268

Woodburn Ag
 (260) 632-4221 (elev.)
 (260) 632-5685 (agron)

Dixon Grain
 (260) 623-3105

New Haven
 Turf Center
 (260) 749-5139

Fuel/LP Gas/Energy
 (260) 749-5139 or
 (800) 448-3965

**Co-op membership not
 required. All
 customers welcome.**



Stay Warm and Safe!

Chuck Croy - Ag Plus Risk Manager

We are in the business of keeping people warm as evidenced by the many propane tanks we service throughout our trade area. Propane is a great **energy source**, but just like gas or electricity, it requires us to be aware of the proper safety procedures to follow should there be a leak. If you **smell gas** in your house, camper, RV, workplace or around any of your gas equipment, follow these precautionary steps:

1. Put out **smoking materials** and other open flames.

2. **DO NOT:**

Operate electric switches

Light matches

Use your phone

**Any spark in the area where propane gas is present may ignite the gas. This could include the spark from a light switch, telephone, appliance motor and even static electricity from walking across a room.

3. Get everyone out of the building, vehicle, or area **IMMEDIATELY**.

4. Close all gas tank or cylinder supply valves if you can.

5. Use a **neighbor's phone** and call a trained LP-Gas service professional and the fire department. Even though you may not continue to smell gas, do not turn the gas back on. Do not **re-enter** the building, vehicle, trailer, or area.

6. Let the service person and **firefighters** check for escaped gas. Have them air out the area before you return.

7. **Have** properly trained LP-Gas service people repair the leak, then **check and relight** all of your gas appliances for you.

2008 Board Members

In an effort to more effectively represent our trade territory, the Board has reduced its number from nine members to seven. Your 2008 Board Members are:

Kent Hoffman - Chairman
 Stanley Studebaker - Secretary
 Mark Rekeweg - Vice Chair

Members:
 Galen Wilkinson
 Dave Johnson
 Darren Yerks
 Todd Auer

Todd Auer won re-election to the AgPlus Board of Directors. Out of 1405 members, 427 mail-in ballots were received.



We are a customer-driven and profitable cooperative that is committed to providing our patrons with premium value through our products and services.