



INSIGHT NEWSLETTER

AUGUST 2026

ISSUE #55

HIGHLIGHTS: A MONTH OF EVENTS AND MOMENTUM

August was bustling with a variety of events and activities. We distributed ballots for our annual Board of Directors election to our members. Celebrated our interns' work for the summer with a lunch and awards. The Showcase event was a success, uniting managers and the agronomy teams. Additionally, we celebrated our ONE Heartland Award winners during the event: Dan Noland, Cole Lehn, and Joe Barnes.

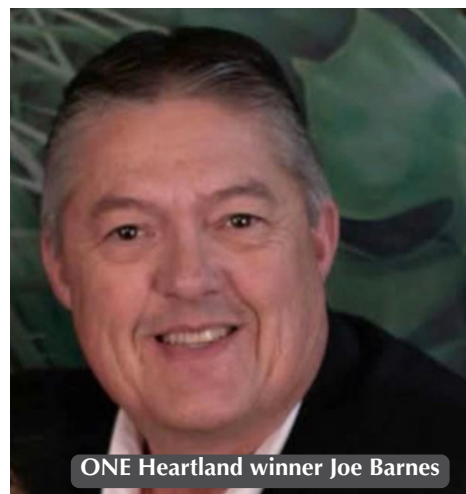
Heartland Co-op remains committed to excellence, ensuring that our employees and members stay involved and engaged while helping farmers produce and market profitably.



ONE Heartland winner Cole Lehn



ONE Heartland winner Dan Noland



ONE Heartland winner Joe Barnes



Celebrating the Interns



Hosting an International Group



Showcase 2026

AGRONOMY DEPARTMENT

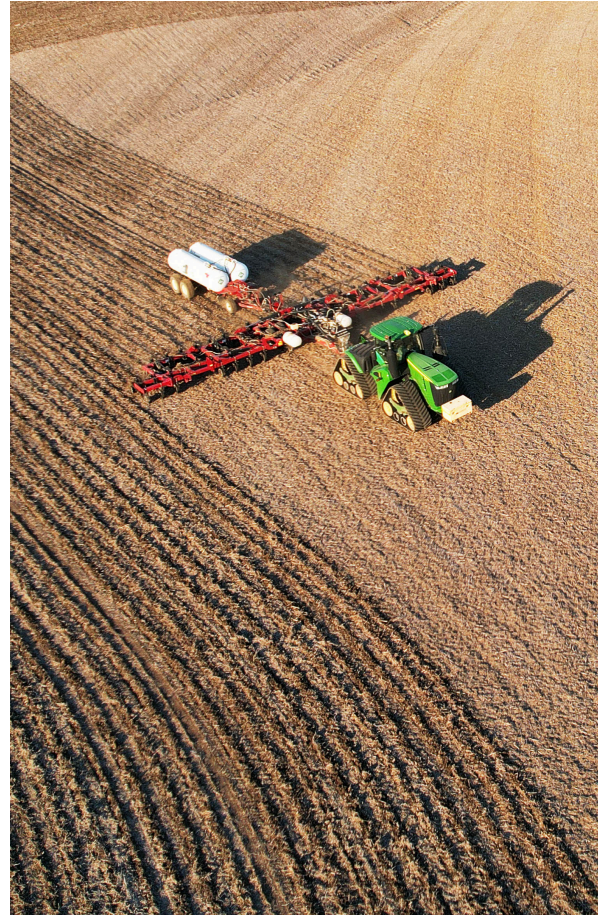
Article by Chris Behrens

Agronomy Update: Strong Anhydrous Sales

Heartland Co-op is off to a great start with strong anhydrous ammonia sales. With grain prices increasing toward the \$5.00 range, farmers are showing more confidence and are willing to invest in their crops. Based on the early sales activity, we expect a big fall for anhydrous ammonia across Heartland.

The stronger grain market is also leading to more conversations around seed decisions, fertilizer plans, and overall crop input strategies. Growers are looking at what worked this past year, where they can improve, and how to make the most of their investment.

Our agronomy team is staying in front of these decisions and working with growers early to build solid plans. The early activity is a great sign, and we are excited about the opportunities!



- Heartland Co-op reports strong anhydrous ammonia sales as grain prices approach \$5.00, boosting grower confidence and crop investment.
- Growers are starting earlier conversations about seed, fertilizer, and crop-input plans.
- Heartland's agronomy team is proactively helping growers, supporting positive expectations for the fall season.

GRAIN DEPARTMENT

Article by Kade Mahler



USDA's September report came in line with most trade expectations lowering the national corn yield to 178.5.

However, they actually increased in Iowa from 216 to 219! The stocks to use ratio which many point to as the all-important number dropped below the 10% threshold which typically points to a rather tight end of crop year.

Regarding beans, USDA surprised the market a bit taking the yield up slightly, however, we are still setting up for a potentially tight ending stocks with a carryout just over 300M bu.

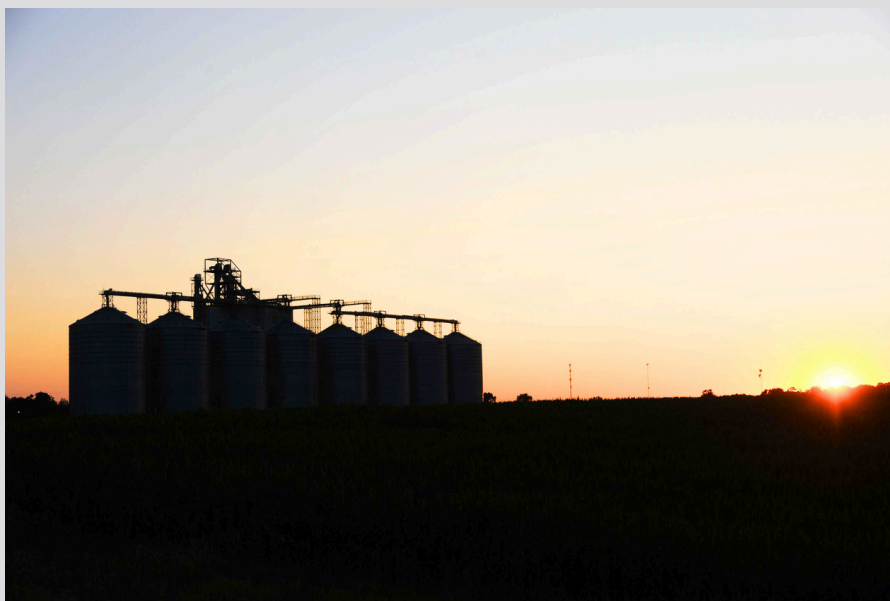
What Location?

- a. Millerton
- b. Neola
- c. Traer
- d. Fairfield
- e. None of these

SCAN ME!



Learn more about
the location here



ENERGY DEPARTMENT

Article by Haley Schulte

Harvest Readiness, Fuel & Propane Contracting:

As we shift gears toward the busy fall season, we want to keep you in the loop on what's happening in the energy world and how to prepare for the months ahead.



- **Check Your Storage:** Take a quick look at your bulk fuel tanks, hoses, valves, and vents to ensure everything is in top shape before heavy field operations begin.
- **Clear the Path:** Ensure driveways, lanes, and fill areas are clear of machinery, debris, or overgrown brush so our delivery drivers can access your tanks safely and efficiently.
- **Monitor Tank Levels:** Don't wait until the gauge hits empty. Letting us know early when you're running low helps us prioritize your deliveries during peak rush times.

Many of you have asked about contracting diesel and gasoline for the upcoming season. Given current market conditions, energy prices remain elevated and unusually volatile. We are working closely with customers day-to-day to help you make smart, flexible purchasing decisions based on real-time market movements.

Have Questions or Need a Fill-Up?

Whether you need to check your tank, or get advice on fuel purchasing, our team is just a phone call away. We appreciate your business and look forward to keeping you powered through harvest and beyond.

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CONSERVATION

Article by Chris Behrens

Continuing to Invest in Conservation and Our Farmers

At Heartland Co-op, we believe being a good steward of the land and being a successful farmer go hand in hand. Heartland Co-op has been a leader in conservation for many years, and our Conservation Department will continue to work with growers to provide practical conservation solutions that protect soil, improve water quality, and support the long-term productivity of their farms.

Heartland will continue offering services and expertise in cover crops, saturated buffers, and bioreactors, along with helping growers identify conservation opportunities that fit their operation. These practices can help reduce soil erosion, keep nutrients in the field, improve soil health, and protect clean water—while still allowing farmers to produce the crops that feed and fuel our country.

Look for more conservation opportunities in the near future.



FEED DEPARTMENT

Article by Garrett Billington

Most of the news articles you read recently are about beef and cattle and imports. This one is no different.

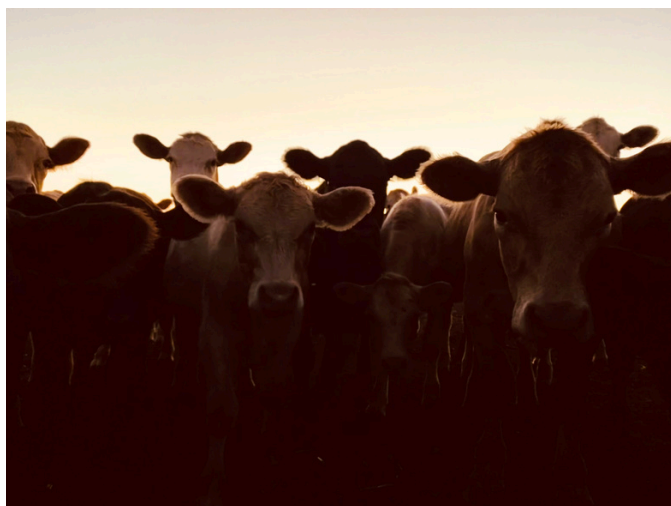
The U.S. Secretary of Agriculture, Brooke Rollins, announced the Ranchers First Initiative to help American ranchers rebuild the nation's cattle herd, which has hit its lowest level in 75 years.

The new Beef Retention and National Development (BRAND) endorsement will allow producers to ensure the economic value of retaining a heifer based on the slaughter value of the heifer at the time of enrollment through LRP (Livestock Risk Protection) programs. They have also created a SPUR (Strengthening Processing for U.S. Ranchers) Guaranteed Loan Program to support establishing processor co-ops, independent processors as well as regional processing. As large processing plants are closing, this program allows independent processors to try and capture that market share that some of the "Big 4" have abandoned.

Other components of this initiative are aimed towards prioritizing locally processed American beef across federal and state institutions, supporting new farmers and ranchers by expanding supports for beginning producers through the first decade of operations and increase premium assistance during that time frame. As well as utilizing the Department of War's SkillBridge program to recruit departing service members into ranching and farming careers. The USDA will also allow producers to use the Emergency Conservation Program on CRP acres to minimize losses after wildfires and other natural disasters.

These are great programs for cattle producers in Iowa and across the country if they are made aware of them and utilize them.

Heartland Co-op is here to educate and help producers make informed decisions to improve their operations.





Putting the Plan to Work

The Heartland Showcase may be behind us, but the conversations and ideas from the event are moving forward. While not everyone had the opportunity to attend, the goals and initiatives discussed at the Showcase will shape the work happening across Heartland in the year ahead. As we move into one of the busiest seasons of the year, it's up to all of us to put those plans into action.

We also had the opportunity to recognize three employees who are already putting the One Heartland mindset into action. Congratulations to Dan Noland, Cole Lehn and Joe Barnes, recipients of this year's ONE Heartland Award. Their recognition is a reminder that building a stronger Heartland happens through the everyday work of employees who support their teams, serve customers and look for ways to make things better.

Employee Anniversaries

First 40 hours

Mattew Alber
Stacia Linder
Greg Pursell
Natasha Schuchmann
Weston Brummer
Noah Buss
Nicholas Foster
Adam Millang
Raymond Wisecup

1 year

Jerry Flanders
Travis Lopez
James Wayland
Oren Charles
Juan Chavez
Mikaela Connelly
Douglas Cruise
Stephen Cleppe
Gabe Gilman
Greg Iedema
Blake Owens
Jose Zavala
Drew Dostal
Debra Neubauer
Roberto Villarreal
Michael Weaver
Kalee Biggers
Ashley Connett
Logan Hunt
Clinton Markley

5 years

Ian Stucker
Diana Degreef
Madison Stoner

10 years

Carla Wright

15 years

Brice Hill

25 years

Leland Morrison