



INSIGHT NEWSLETTER

JUNE 2025

ISSUES #40

WELCOME TO HEARTLAND CO-OP

Heartland Co-op is excited to announce the acquisition of the West Texas Hub assets from Attebury Grain. This strategic move underscores our dedication to enhancing the value we provide to our members.

By integrating these assets, we are committed to building a long-term, sustainable cooperative that benefits our members' production needs. Here's a closer look at what this acquisition means for Heartland Co-op and its members:



- **Increased Capacity:** The new facilities can store up to 18 million bushels of grain, significantly boosting our storage capabilities.
- **Enhanced Transportation:** The addition of a shuttle train receiver allows for efficient loading and transportation via BNSF and UP trains.
- **Local Grain Origination:** Strengthens our presence in local grain origination, supporting the primary business of supplying dairies and feedlots.
- **Geographical Synergy:** Complements our existing Texas and Iowa rail assets, fostering growth and diversification of services in both regions.
- **Steady Demand:** Ensures consistent daily demand for corn, enhancing the value of the grain handled by Heartland Co-op.

This acquisition also signifies the continuation of a long-standing partnership with Attebury Grain, a reputable three-generation grain company. We are eager to welcome new team members and ensure a smooth transition as operations commence under Heartland Co-op.

We warmly welcome our new colleagues and support them as they join Region 1, contributing to the cooperative's ongoing success.



GRAIN DEPARTMENT

Article by Kade Mahler



June WASDE report increased US corn exports by 50M bushel to 2.650 billion total for the year. US is running near record level corn exports with the USDA projecting even stronger exports for next year.

Bean balance sheet was left unchanged, however, the big news this week was a favorable biofuel quota release by the Trump administration for 2026 giving the soybean market a big boost.

- The Trump administration is proposing that oil refiners blend a record 24.02 billion gallons of biofuels into traditional transport fuels next year.
- The plan aims to boost US biofuel production and deter imports, with the EPA proposing to slash the value of compliance credits by 50% for biofuels that are imported or made in the US using foreign feedstocks.
- The proposal would require refiners to mix 5.61 billion gallons of biomass-based diesel into traditional transport fuels, a 67% jump from this year's requirement.



How many rail capable facilities does Heartland Co-op operate?

- a. 22
- b. 18
- c. 11
- d. 6

Answer on last page of newsletter.



AGRONOMY DEPARTMENT

Article by Jason Danner



Here we are in the month of June. Hard to believe? Soybean planting finally wrapped up before Memorial Day Weekend, but post corn application was already in full swing.

We had the tale of two planting seasons, early April and then mid to late May with the scattered rainfall. Rainfall came pretty good for the most part, there were some heavy amounts recorded but for the majority, it was well needed to activate the pre-emergence residual chemical programs applied. This year will be a true test of residual programs with the early planting and rainfall. My only thought is that it's only early June and both applications for corn have been applied or scheduled.

Soybeans also will be getting their second shot of residuals here shortly in mid-June. There is a whole lot of growing seasons ahead of us. We need to do our best to work with our growers and provide the best in-season recommendations that are provided from our interns' scouting fields to use of our agronomists' expertise and experiences. The recently warm temperatures will provide rapid growth for both corn and soybeans. Be ready!

Our company's mindset every day is to help farmers produce and market profitably. As always, we appreciate all your efforts and dedication. Thank you and Be Safe!

This year will test the effectiveness of residual programs due to:

- Early planting and timely rainfall
- Completed or scheduled applications for corn
- Upcoming second round of residuals for soybeans in mid-June
- A long growing season ahead

Key points include:

- Collaboration with growers for optimal in-season recommendations
- Field scouting by interns and expertise from agronomists
- Recent warm temperatures boosting corn and soybean growth

The company's mission is to support farmers in producing and marketing crops profitably.



Which of the following are expectations of Heartland Co-op Sales & Marketing Teams for 2024-2025?

- A) Sales growth of 5%
- B) ONE Heartland
- C) Location improvements
- D) A&B
- E) B&C
- F) All of above



MEET OUR INTERNS

Article by Kristin Schmit

We are delighted to welcome the new Heartland Co-op Interns who began their exciting adventure with us last month. This talented group of individuals is currently diving headfirst into their experiences, eager to learn and grow. Our interns are involved in a diverse range of fields, including Agronomy, Seed, Operations, Energy, and Law, which provide them with the opportunity to immerse themselves in the multifaceted world of our cooperative. Each area offers its own unique challenges and learning opportunities, ensuring that the interns gain a comprehensive understanding of their chosen fields.

At Heartland Co-op, we are thrilled to have each of you on board, and we are committed to supporting your journey as you navigate through this enriching experience. We hope that during your time with us this summer, you will not only acquire a wealth of knowledge but also develop invaluable skills that will serve you well in your future careers. We are confident that your contributions will be significant and look forward to seeing the impact you will make. Welcome aboard, and here's to a successful and fulfilling internship!



Ben Brushaber

Parents name: Dean and Deb Brushaber
Hometown: Grimes, Iowa
School: Iowa State
Major: Agronomy
Location: Dallas center and Minburn



Emma Slate

Parents' Names: Brian and Christina Slate
Hometown: Lincoln, MO
School: Northwest Missouri State University
Major: Agronomy with emphasis in Soil Science
Location: Nebraska City, NE



Maddie Peiffer

Parents' Names: Cindy and Jay Peiffer
Hometown: Riverside, IA
School: Iowa State University
Major: Agricultural Business and International
Agriculture with a Marketing option
Location: Conroy



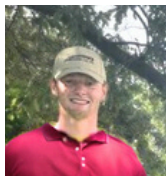
Makenna Odegaard

Parents names: Jason and Heather Odegaard
Hometown: Grimes, IA
School: Iowa State University
Major: Agricultural Studies
Location: Redfield



Mallory Tallmon

Parents Name: TJ and Jennifer Tallmon
Hometown: Creston, IA
School: Northwest Missouri State University
(just graduated May 2025)
Major: Agricultural Science
Location: Indianola



Carson Staker

Parents: Damon and Tara Staker
Hometown: Johnston
School: Iowa State
Major: Agriculture Systems Technology
Location: Dallas Center



Jameson Kilworth

Parents: James and Kathryn Kilworth
Hometown: Elk Horn, IA
School: DMACC
Major: Agriculture Business
Location: Henderson



Rylee Wells

Parents: Tim Wells & Neelea Boell
Hometown: Altoona, IA
School: Iowa State University
Major: Agricultural Business & Economics
Location: Clive, IA



Riley Ledal

Parents names: Eric and Charlee Lerdal
Hometown: Boone, Iowa
School: Iowa State University
Major: Agricultural Business
Location: Dallas Center



Samuel Haack

Parents: Ryan and Erica
Hometown: Sanborn, Iowa
School: Drake University
2L at Drake University Law School
Location: Clive Office



Skyler Beck

Parents: Tiffany Beck
Hometown: Muscatine, Iowa
School: Iowa State
Major: Agronomy & Environmental Science
Location: Slater



Wyatt Carlson

Parents: Scott and Kristin Carlson
Hometown: Des Moines, IA
School: Iowa State
Major: Agricultural Communications
Location: Prairie City and Mitchellville



ENERGY DEPARTMENT

Article by Rylee Wells



Oil prices are on the rise as OPEC+ recently announced production increases at 411,000 barrels per day. Crude oil futures continue to rise with news that tariff tensions will ease. Global demand growth slowed from 990,000 barrels per day in the first quarter to 650,000 barrels per day now due to the state of the economy and record electric vehicle sales. The oil market is also shaken following the Israeli airstrikes on Iran, causing fear of Middle East Oil disruption. The Strait of Hormuz choke point will be the focus for crude shipments.

Trader's focus will be escalation and retaliation - how long and far does this go?

Propane news:

Take advantage of our summer fill propane program to save money! Heartland offers summer fill delivery between May 15 and August 30, 2025. We offer pre-pay, partial-pay, and budget billing contract options. Through these contract options you can lock in your price for the heating season. By pre-paying in full or making a partial-pay deposit, your price per gallon is guaranteed. Budget billed customers are automatically contracted, summer filled and auto delivered.

Don't forget to send in your beautiful propane tank pictures to us at tankcontest@heartlandcoop.com for a chance to win 300 gallons of free propane! See our posts on Instagram & Facebook for details.

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INTERN SPOTLIGHT

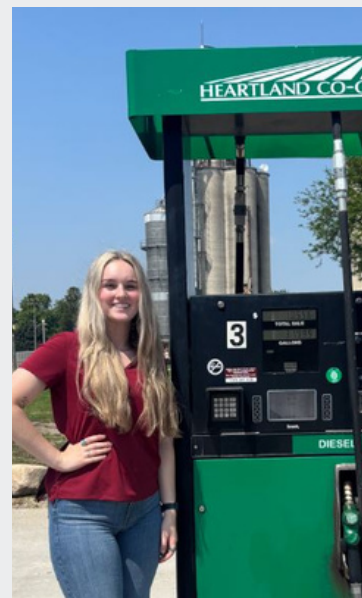
Article by Maddie Peiffer

Meet Rylee Wells, a junior at Iowa State University majoring in Agricultural Business and Economics. This summer, she's an Energy Sales and Marketing Intern at Heartland Co-op.

One of Rylee's main projects has been contacting grain customers in the Fairfield area to promote Heartland's propane and energy services. "We want to make sure everyone who sells grain to us also knows we offer energy solutions like propane fills," she explained.

In her marketing role, Rylee also launched a propane tank decorating contest. Customers are encouraged to paint their tanks white, clean them up, and plant flowers around them. The winner gets 300 gallons of free propane. She's actively promoting the contest on social media and sending out flyers.

What stands out most to her is the positive company culture. "It feels like a small family here. Everyone supports each other—it's a great place to be."



CONSERVATION DEPARTMENT

Article by Nolan Grove



Cover crop sales this fall are facing an uphill battle across Iowa due to low grain markets and limited availability of cost-share funding for farmers. Despite these challenges, we remain hopeful that committed farmers will continue to include cover crops in their rotations to sustain the progress they've made in improving soil health.

Cover crop cost share is still available this year, and there are two programs that qualifying farmers can take advantage of: WQI Cost Share and PFI Cost Share.

>WQI Cost Share offers \$30/acre on up to 160 acres for first-time cover crop users, and \$20/acre on up to 160 acres for repeat users.

>PFI Cost Share is currently limited to farmers who have participated in the program in previous years due to funding cuts. The rate is \$10 or \$12/acre on up to 240 acres for returning participants.

Depending on available funding, PFI hopes to reopen the program to new users in August.
The good news—these programs can be stacked!



We invite you to join us for the Iowa Learning Farms Cover Crops Field Day to come see the Heartland Co-op seeder in action!

• Location: Alex Woodall Farm-
2263 350th St, Jewell, IA 50130

• Date and Time: Thursday, July 17th
10:30 AM-12:30 PM

RSVP for a meal: 515.294.5429 or
ilf@iastate.edu



In May, the conservation team welcomed a new member, Lydia English! We're excited to have her on board as we continue to expand our conservation impact across Iowa.



Contact the conservation team if you have any questions about cover crop cost share.

Ruth McCabe- 515-418-8358

Emery Davis- 515-250-5243

Nolan Grove- 515-971-8278

Lydia English- 515-250-1511

FEED DEPARTMENT

Article by Garrett Billington



The warm days of summer are upon us and that means fair season is right around the corner! Exhibitors have worked for months with their projects in hopes of doing well at their respective fairs.

Heartland Co-op is one of, if not the largest, dealers of show feeds in the state of Iowa and we stand behind those exhibitors.

We offer advice, getting the products they need and through offering an interest free 4-H/FFA credit account to those exhibitors through the duration of their projects up until the sale day.

Being able to assist and fuel the passion of livestock into the next generation is nothing short of amazing.



Did you know?

- Heartland Co-op is a leading dealer of show feeds in Iowa.
- The co-op supports exhibitors with expert advice and essential products.
- They offer an interest-free 4-H/FFA credit account throughout project durations.



What show feed does Heartland Co-op manufacture at the Prairie City Location?

- Lindner
- Primo
- ADM
- Sunglo

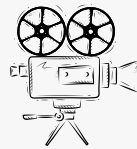
Answer on last page of newsletter.



HEARTLAND HEROS

Crammer & Peter

ONE
HEARTLAND



Watch full story here



Scan me>>

ONE HEARTLAND

Article by Cornerpost Marketing



From expanding market access to reinforcing our ability to help our farmers produce and market profitably- the addition of our latest Texas Heartland Co-op locations is a benefit to strengthening our entire system. With the recent acquisition of the West Texas Hub assets from Attebury Grain, we're connecting our Iowa grain strengths to the steady demand from Texas feedlots and dairies.

This expansion is a perfect example of One Heartland—one team working together across multiple regions and departments for the bigger picture.

Let's be sure and welcome our new team members joining us from this location as a part of Region 1.



Employee Anniversaries

10 + years

Brandon Boyer-10

Aaron Crane-11

Kathleen Johnston-14

5 years

Alan Beattie

Over 15 years

Michael Conrad-23

Thomas Fawcett-20

Brandon Van Wyk-16

Randy Eastmant-15

Monte Van Wyk-15

Updates

Conservation event

Article & Images by Ellie Fauteux



Field day
? Colo, IA



Big thanks to everyone who joined us in Colo, Iowa on June 5th for our field day. From cover crops to soil health strategies, we explored real world conservation practices that make a big difference. It was a beautiful day to connect, learn, and grow together!

We appreciate your commitment to conservation and look forward to connecting with you at future event.

STARTING NEXT MONTH!



ONE Heartland Employee Award

Honoring those who walk the talk of ONE Heartland.

At Heartland Co-op, we believe it takes all of us—working together across divisions, departments, and job titles—to deliver the kind of service our members count on. That's the spirit behind the ONE Heartland Employee Award.

Throughout the month of July, you're invited to nominate a fellow employee who stands out for living the ONE Heartland values.

Whether it's someone on your crew, in another department, or in a different location, we want to hear the story of how they've made a difference.



Quiz Answers

- 1) B-18
- 2) F-All of above
- 3) D-Sunglo

Do you have Heartland Insight or photos? We would love to hear your ideas. Thanks for your support!

Contact Kristin>> kschmit@heartlandcoop.com



Images submitted by: Tyler Zimmerman