

# PRAIRIE PARTNERS OUTLOOK

JUNE 2021



Three cooperatives...  
one agronomic vision.





# LET THE GOOD TIMES GROW

## PROVEN PERFORMANCE YOU CAN COUNT ON.

With so many factors that can impact the success of your growing year, it's nice to know that when it comes to crop nutrition, MicroEssentials® phosphate-based fertilizer has you covered. With proven technologies like uniform nutrient distribution and season-long sulfur availability backed by over 12 years of performance data, you can spend less time stressing over the fruits of your labor, and more time enjoying them.

**MicroEssentials**

Talk to your retailer or visit [MicroEssentials.com](http://MicroEssentials.com) to learn more.

©2020 The Mosaic Company. All rights reserved.  
MicroEssentials, MES and MESZ are registered trademarks of The Mosaic Company.



## BORON ENGINEERED TO DELIVER

## WHERE AND WHEN I NEED IT.

## A KEY MICRONUTRIENT AT THE RIGHT PLACE AND TIME FOR SUCCESS.

When boron's done right, it can have a powerful impact on your operation's ROI. That's why we've designed Aspire to provide hardworking crop nutrition where and when you need it. With a single-granule that combines potassium with two forms of boron, Aspire delivers uniform nutrient distribution at the root level, allowing flexible application window of fall/spring and season-long B availability – increasing yields and outperforming other methods of boron delivery year after year.

Visit [AspireBoron.com](http://AspireBoron.com) to learn more or contact your local retailer.

**Aspire**

©2020 The Mosaic Company. All rights reserved. Aspire is a registered trademark of The Mosaic Company.





03



04



06



14



## CONTENTS

### 02 TURNING THE CORNER

DAN SEM

### 03 WHAT A DIFFERENCE A YEAR MAKES

ERIC MOBERG

### 04 IMPROVING OUR FACILITIES & EQUIPMENT TO BETTER SERVE OUR PATRONS

MIKE BENJAMIN

### 06 ENERBASE PATRON POINTS

### 07 NEW BENEFITS & SERVICES AVAILABLE TO OUR PATRONS

TONY BERNHARDT

### 09 BRINGING NEW KNOWLEDGE & RESOURCES TO PRODUCERS

LANCE SELZLER & AMBER CORPE

### 11 \$1.8 MILLION RETURNED TO OUR PATRONS

BRANDON BURBIDGE

### 13 PATRON SAFETY OUTREACH PROGRAM

### 14 FAREWELL

BRAD HAUGEBOG



1800 13TH ST SE MINOT, ND 58701  
701.852.3567 FAX: 701.852.8865

General Manager: Dan Sem  
Board Members: Chairman: Merlin Routledge  
Vice Chairman: Tom Hall  
Secretary: Tony Bernhardt  
Directors: Darren Sletten, Wayne Johnson, Tom Lehar (Interim)



1800 13TH ST SE MINOT, ND 58701  
701.852.1429 FAX: 701.852.2755

General Manager: Dan Sem (Interim)  
Board Members: Chairman: Eric Moberg  
Vice Chairman: Merlin Routledge  
Secretary: Darren Dobrinski  
Directors: Andy Mau, Craig Birdsall, Lenny Rodin, Mitch Strom,  
Nathan Watne, Trent Sherven, Ty Engstrom, Clinton Olafson



205 46TH AVE NE MINOT, ND 58703  
701.852.2501 FAX: 701.852.4794

General Manager: Tony Bernhardt  
Board Members: President: Darren Sletten  
Vice President: Jeff Krueger  
Secretary: Robert Schmidt  
Directors: Ricky Scheid, Jeff Braun, Jay Harstad, Shawn Kaylor  
Advisory Directors: Owen Fiedler and Dennis Deutsch





106 MAIN ST N BOTTINEAU, ND 58318  
701.228.2294 FAX: 701.228.2263

General Manager: Wayne Johnson  
Board Members: Chairman: Paul Amsbaugh  
Vice Chairman: Kelly Thorenson  
Secretary: Norman Buynak  
Directors: Don Boardman, Keith Jensen, Sean Henry, Scott Biberdorf,  
Tom Hall, Greg Morlock

**DAN SEM**

DAKOTA AGRONOMY  
general manager

 dan.sem@chsinc.com

 701.857.9343

# TURNING THE CORNER

As we put the planting season in the rearview mirror, I can't help but see a positive future from a farming perspective. We have successfully planted our crop and are hoping for some timely moisture to ensure we can capture the fantastic commodity prices that we are experiencing.

The spring proved to be a very grueling process due to the lack of moisture last winter and the drought conditions to start the season. Some of our areas picked up good moisture at times, while others need much more to make a crop. Based on the comments I received from many growers, our team performed at a high level on supply and service in 2021, and I couldn't be more proud of the hard work all of our staff has put in to making DAP a partner you can rely on. Our typical spray season is just starting as I am writing this article, and our machines and operators are poised to get the work done if and when it is needed.

Moisture will be the determining factor on how DAP finishes the year, although we are tracking very well thus far. We are in the third year of the merger with our LLC cooperative owner's agronomy assets, and I believe we are headed in a very good direction in agronomy retail for the future. We continue to invest in our communities and locations to ensure we have the assets needed to stay on top of service and supply to the country. We are focused on getting local data from our plots around the region and looking forward to

having plot tours this summer. Our sales team is excited to show our growers some valuable information on the latest and greatest in traits and genetics.

Our business is always full of change and that is just the business we are in. As I write this, I have been asked to step in as interim general manager for CHS SunPrairie as they search for a new manager to fill that role. This was an easy decision for me, because that is what good partners do for each other, and we have a very supportive group that owns this LLC. My goal is merely to keep the good year going for CHS SunPrairie, allow their producer board ample time to find a replacement, and continue to manage Dakota Agronomy Partners moving into the future.

In closing, as we turn the corner in agriculture, I need to take this opportunity to thank Brad Haugeberg for his friendship and mentorship throughout my career. Brad's historical knowledge in and around the formation and functions of this LLC has been invaluable for all those involved in building its success. Our DAP family wishes him and his family great things in the next chapter of his career path. It is now up to us to carry the torch and continue to build the cooperative's success into the future.

Until next time, please keep doing the rain dance. We will need it!!



**ERIC MOBERG**

CHS SUNPRAIRIE  
board chairman

mobergfarms@gmail.com

701.263.5618



# WHAT A DIFFERENCE A YEAR MAKES

This time last year Covid had the world locked down, grain market prices were at ten-year lows, and any type of positive news about anything was hard to come by. Fast forward 12 months and grain markets are pushing multi-year highs, but then 2021 decided to throw a drought at us unlike anything we have seen in decades. As Mark Twain once said, "It's no wonder that truth is stranger than fiction. Fiction has to make sense."

At CHS SunPrairie, this fiscal year is shaping up to be a very good one. Last year's higher yields coupled with higher grain prices led to very strong grain movement since last fall. I'd like to thank our grain marketing department and our location managers and employees for doing a great job of moving those bushels through our system. I'd also like to thank our patrons for choosing to market those bushels with CHS SunPrairie. We are currently tracking ahead of budget and look to finish the fiscal year better than we have in quite some time.

As most of you have heard, our long-time general manager, Brad Haugeberg retired from CHS SunPrairie on June 1st. On behalf of the producer board, I want to thank him for his 24 years of leading this cooperative. He was a steady hand through some difficult times, including the 2010 bin collapse in Minot, the 2011 flood, and most recently, a worldwide pandemic. Over the years he and the team he developed made CHS SunPrairie a top business unit within CHS. We wish him the best of luck.



CHS and the producer board have started the process of hiring a new general manager. We would like to thank Dan Sem for stepping in as interim manager, while continuing his role as Dakota Agronomy's general manager.

In closing, on behalf of the producer board, I would like to thank you for your continued business. As most of us face very dry conditions, remember from last year how fast things can change. A little prayer for rain might not hurt either.





**MIKE BENJAMIN**  
DAKOTA AGRONOMY PARTNERS  
central region manager

 mike.benjamin@chsinc.com  
 701.626.1851

# IMPROVING TO

During the winter months and into this spring we had a few projects underway at some of our locations in the central region to help improve our efficiency and bring more offerings to our patrons.

After the windstorms in Anamoose damaged our treating facility last summer, we made the decision to bring everything together at our Drake location. Having everything in one location has made us more efficient and centralized, giving our growers one place to stop for all their needs. We added a new continuous flow treater and eight seed bins, along with an additional bin for growers to bring in their own seed to be treated. We can also now carry a few more varieties of soybeans and small grains, with the ability to treat them with this new system.

Another project we are very excited about is our new office space we are leasing from Enerbase. Enerbase renovated the shop space that was no longer being used, turning it into a very user-friendly workspace for our employees and growers. In our new space we have four offices, a reception area, a full kitchen for the employees to have a meal someplace other than the warehouse, and yes, we even now have a bathroom, which the team is very excited about! Now the employees have a space of their own to work with their growers and conduct business in a professional manner. This new space also allows us to host grower meetings in the common area of the office. Being connected to the Enerbase c-store allows growers to conduct their business with us, and then go into the c-store from our office for bite to eat or to grab some last-minute items they may need.

Our Glenburn facility needed some upgrades to the fertilizer plant to speed it up. We replaced the bottom gates on the hopper bins along with installing a larger conveyor to speed up the loading process. These upgrades have cut the load time nearly in half by eliminating a choke point from the two smaller conveyors that were originally there. We can now get our growers loaded and back to the field much faster giving them more time to get the job done.

In Hazen we installed the treater that was originally in Anamoose, along with a weigh hopper to weigh out seed purchases, eliminating the need for growers to go to the elevator to weigh. We can now treat soybeans and small grains at this facility. We added a conveyor under the seed bins last year to eliminate our team having to move an auger from bin to bin each time they fill a grower's truck. This has made us much more efficient and also provided a safer process for our team. We currently have four bins on this line with room for expansion. Our Washburn team did a great job helping construct this plant, as they did most of the design and construction work. We have some very talented people working with us!

## DRAKE



## GLENBURN

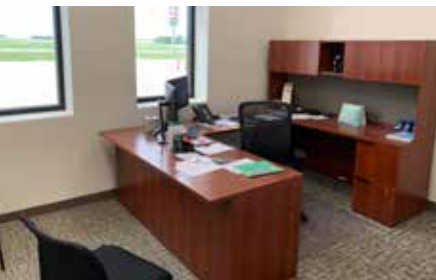


## HAZEN





# OUR FACILITIES & EQUIPMENT BETTER SERVE OUR PATRONS





# Enerbase

Cooperative resources.

BUY. EARN. GET REWARDED.



RECEIVE AN EVERYDAY SAVINGS OF

**4¢  
OFF**

PER GALLON OF FUEL

## TWO WAYS TO SIGN UP

1. IN-STORE

2. ONLINE

<https://registerloyalty.com/enerbaserewards>

## IT'S FREE! IT'S EASY!

### IT'S THE FASTEST WAY TO EARN REWARDS ON EVERY PURCHASE YOU MAKE!

Enerbase Rewards is a rewards program designed for loyal customers like you. Now every single purchase you make at our store will earn you points that can be traded in for great rewards like food, beverages, services and much more.

### A SWIPE OF A CARD IS ALL THAT IT TAKES!

1  
POINT

RECEIVE 1 POINT PER DOLLAR YOU  
SPEND INSIDE OUR STORES



RECEIVE 2 POINTS PER GALLON OF  
FUEL PURCHASED

SEARCH FOR ENERBASE  
REWARDS AND  
DOWNLOAD OUR FREE APP  
IN THE APPLE STORE OR  
GOOGLE PLAY STORE





With a swipe of your Enerbase Rewards card or patronage card, your points will be automatically added to your account. Simply accumulate your points and trade them in for instant savings inside our stores.

**MORE REWARDS, MORE WAYS!**  
As an Enerbase Rewards member you will also be eligible to save money on daily or weekly specials throughout the stores. So not only will you earn points for free merchandise, you'll also be able to save money on other products as well.



**TONY BERNHARDT**  
ENERBASE  
ceo

tonybern@srt.com   
701.852.2501 



# NEW BENEFITS & SERVICES AVAILABLE TO OUR PATRONS

## TIRE SERVICE

In Plaza we installed a truck tire changing machine in the shop. This will make changing larger tires easier on our crew and allow them to get the job done quicker. We also have a tire truck that allows our team to go directly to our patrons and change implement tires, saving our patrons time during the busy spring and fall seasons.



## PATRON REWARDS

Our new Patron Rewards program will be kicking off soon. If you already have an Enerbase patronage card you will automatically be enrolled. By using your Enerbase rewards card or patronage card you will get .04 off per gallon at the pump, plus earn two points per gallon of fuel purchased and one point for every dollar spent inside our stores. These points can be used to get free items. There will be more information available at each of our stores. The patron points will be awarded and redeemable at all 14 Enerbase locations.



**1  
POINT**

RECEIVE 1 POINT PER DOLLAR YOU  
SPEND INSIDE OUR STORES



RECEIVE 2 POINTS PER GALLON OF  
FUEL PURCHASED

## FACEBOOK PAGE

Make sure to follow our page for updates on equipment, fuel, parts and so much more! The Plaza convenience store will also be posting their daily specials!

[www.facebook.com/enerbase](http://www.facebook.com/enerbase)





**AgriPro®**

Dakota Agronomy Partners has the local knowledge and experience to help you select and manage your wheat crop for maximum production. For more information on AgriPro® wheat varieties and certified seed, contact Dakota Agronomy Partners.

AgriPro Brand Spring Wheat

**New! AP Smith**

Stands Strong

**AP Murdock**

Yield Muscle and Straw Strength

**SY Longmire**

Solid Stem Built to Yield

**SY Ingmar**

Top Choice for Economic Return

**SY Valda**

The Yield Warrior

**Call (701) 852-5608**

**DakotaAgronomy.com**

Some or all of the varieties may be protected under one or more of the following: Plant Variety Protection, United States Plant Patents and/or Utility Patents and may not be propagated or reproduced without authorization. AgriPro® is a trademark of a Syngenta Group Company.



**THE ONLY  
INNOVATION**

**THAT MATTERS IS THE ONE I NEED**

With NK Seeds, their R&D program actually listens to farmers like me. So I get products that solve my challenges — like elite genetics with more trait choice. And the data to make it count. Because progress means pushing my potential — and **success matters.**



**NKSEEDS.COM**

**syngenta**

©2008 Syngenta. NK and the Syngenta logo are trademarks of a Syngenta Group Company. NK-200022-CHS-1





**LANCE SELZLER**  
CHS SUNPRAIRIE  
grain procurement

lance.selzler@chsinc.com   
701.857.9317 



**AMBER CORPE**  
CHS SUNPRAIRIE  
grain procurement

amber.corpe@chsinc.com   
701.857.9311 



# BRINGING NEW KNOWLEDGE & RESOURCES TO PRODUCERS

How does that saying go? The more things change, the more they stay the same. We have seen several changes here in the last few months, but what remains the same is our grain team's dedication to serve our patrons the best we can.

The current weather and market volatility have taken us on a roller coaster of emotions for quite some time and we think everyone is ready to get off this wild ride. Producer grain sales have been thin and our phones are a little quieter than usual, but we understand that it is difficult to make marketing decisions when emotions run high. Our main goal is to be a resource for our producers for much more than just selling grain. So for the past year or so we have been going through the Grain Originator Certification Program.

This program has three levels to complete. In the first level we learned about the CHS cooperative, what the core values are, and how we carry them through the whole cooperative down to the farmer. This level also took a "back to basics" approach to grain marketing, and the importance of knowing the basics. It put emphasis on having good relationships with our producers and taught us how to listen well and be a good resource for them and their operations.

In level two we started with more of a deep dive into the grain world. We continued with more complex contracts and strategies to use in various types of market conditions and varying operations. We moved on and covered other topics like crop insurance, agronomy, energy and feed, and how to correlate them so we can be more resourceful and

knowledgeable to our patrons to assist with more than just grain marketing. We recently finished level two in which we learned about the extensive supply chain that CHS has and how it differs from the competition, giving us an advantage and competitive edge. We learned more about this supply chain by breaking it down further into different segments to cover rail freight, barge freight and ocean freight.

Finally, before certification there was a two-part hedging class where we gained a better understanding of the value a brokerage/hedge account can provide.

So why are we telling you all this? We aren't just your local grain pirates that are simply trying to make a buck. We pride ourselves on our dedication to continually educating ourselves, so we can bring new knowledge and resources direct to you.

With all the things we have learned over the past several months, and all the doors that have been opened for us to expand our knowledge, our next challenge is to pass this all along to you the best way possible. I feel we are on the right track with our texting system, farm visits, and most recently starting a podcast to get with the times. We are working to be more available on the platforms growers are using. If you have yet to check out the CHS SunPrairie podcast, please take a minute to do so. They are available anywhere you listen to your other favorite podcasts. Stay safe, enjoy your summer, and hopefully see you at one of our next stops.

# SHATTERING YIELD RECORDS. NOT PODS.



## Choose from 7 patented pod shatter reduction InVigor® canola hybrids.

InVigor's patented pod shatter reduction hybrids help you adapt to conditions during harvest time, giving you one less thing to worry about. **Here's why growers choose InVigor pod shatter reduction hybrids:**

- Helps protect your yield by minimizing the impact of late-season wind, hail and snow
- Harvest flexibility to delay swath or straight cut
- Reduces loss from late fall harvests and overwintered canola
- Longer pod fill resulting in larger seeds and maximized yield
- Reduces volunteer canola

NEW

**InVigor**  
**L357P**

NEW

**InVigor**  
**L340PC**

**InVigor**  
**L233P**

**InVigor**  
**L234PC**

**InVigor**  
**L255PC**

choice  
**InVigor**  
**LR344PC**

**InVigor**  
**L345PC**

For more information,  
contact your BASF Sales  
Representative or retailer.

### Always read and follow label directions.

INVIGOR is a registered trademark of BASF.  
© 2021 BASF Corporation. All rights reserved.

Results may vary on your farm due to environmental factors  
and preferred management practices.



Not all hybrids available in all geographies.

**BASF**  
We create chemistry

**InVigor**



**BRANDON BURBIDGE**  
BORDER AG & ENERGY  
grain merchandiser

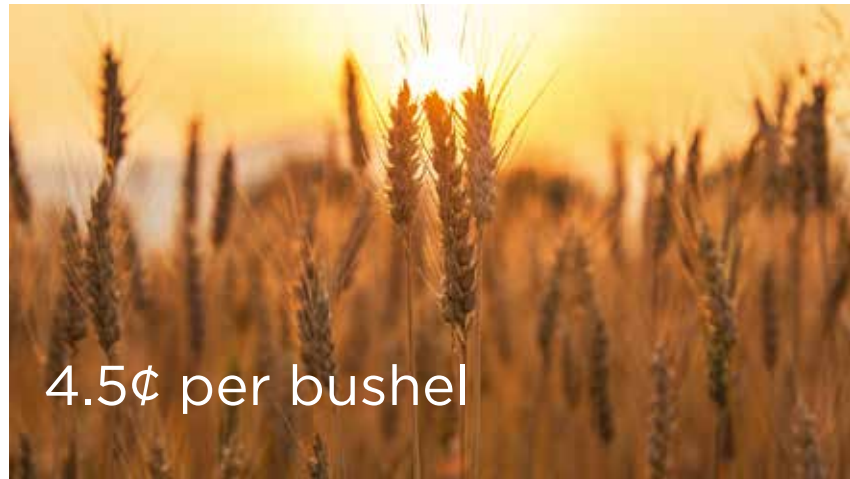
bburbridge@borderag.coop   
701.228.2294 



# \$1.8 MILLION RETURNED TO OUR PATRONS

I hope everyone had a safe and successful spring planting. The local weather this spring has been the main topic of discussion and will likely continue to dominate through the summer and into next year. It is tough to give marketing comments when the crop and a forecast continue to look this tough for the area. I guess I will just emphasize that Border Ag & Energy will be ready to help you when we know what size and quality of crop we will get to handle this fall. We have been working hard all spring and summer to get our elevators drawn down to handle the crop this fall. We will be ready for the fall.

Since the last issue of our PPO magazine was published, Border Ag & Energy completed its 2020 fiscal year and we had our annual meeting on April 6th in Bottineau at the Cobblestone. We were able to pay 4.5 cents/bu of patronage on wheat bushels, 9 cents/bu in patronage on soybean bushels, and 14.5 cents/cwt in patronage on canola. We also retired the 1996 patron equity and paid several age 72 retirement equity requests. Many of the Dakota Agronomy Partner customers also received patronage on Border Ag's ownership share of the DAP business. Total patronage and equity returned to the patrons totaled about \$1.8 million. We would like to thank our patrons for their continued support of our local cooperative.







**PLUS**

REWARDS

# Rewards Are Always in Season.

When you buy two or more eligible Bayer PLUS Rewards products, you can earn and redeem cash back all season long. And that's cash back you can reinvest in your farm.

To learn more, visit

**[MyBayerPLUS.com](https://MyBayerPLUS.com)**

See program terms & conditions for full details.  
Bayer and Bayer Cross are registered trademarks of  
Bayer Group. ©2020 Bayer Group. All rights reserved.



# PATRON SAFETY OUTREACH

## BY SAFETY MADE SIMPLE

CHS SunPrairie and Dakota Agronomy Partners are putting on a virtual safety event for our patrons. Online safety training courses are available from Safety Made Simple. Courses are open for enrollment and you have until August 2021 to complete the courses for prizes.

### HOW TO SIGN UP

1. Go to [https://dapsp.safetymadesimple.com/users/sign\\_up](https://dapsp.safetymadesimple.com/users/sign_up)
2. Enter your email address, create a password, and then confirm your password in the appropriate fields.
3. An End User License Agreement will be presented to review. Scroll to the bottom to click Accept.
4. Lastly, a profile screen will be displayed for you to enter your contact information in order to mail any participation awards you may be awarded.

### LOGGING IN

1. Go to <https://dapsp.safetymadesimple.com>
2. Log in with your email address and password.
3. Your dashboard will appear. If you have already enrolled in courses, they will be displayed with a start button for each.
4. To enroll in courses, click on the dashboard menu in the upper left corner and select catalog. You may page through the available courses and select enroll for those you may be interested in. You may also select a category from the left sidebar to narrow down your choices.

Please reach out to our safety specialists if you have any questions:

Missy Schmidt: 857-9316

Kat Howard: 857-9359

**THESE WILL BE THE PRIZES GIVEN AWAY WITH THE COMPLETION OF ALL OUR SAFETY CLASSES!**





# FAREWELL

Back in 1997, having 21 years of experience, I considered myself fairly knowledgeable and seasoned. 24 years later I now know that I still have much to learn. I just merely ran out of time. Could it be that we learn at a slower rate when we get older? I think so!

In any case it was a great career move to come to this cooperative and spend these years serving our member owners, working with a very progressive board and the countless dedicated employees. I truly have been a blessed man these past 24 years.

My service to this cooperative, now known as CHS SunPrairie, has a personal aspect to it that goes back three generations. My great grandparents and grandparents were members of this cooperative, as well as my father who delivered grain here. I can attest to that, in the fact that as a teenager (early 70's) I hauled grain to the downtown elevator from south of Minot. I would drive down Broadway on my way to Central Ave with a truck that had either too much box or not enough motor. I could go 65 mph towards Minot from the south, but could only push it to 55 mph when empty, going back to the farm in Gasman township.

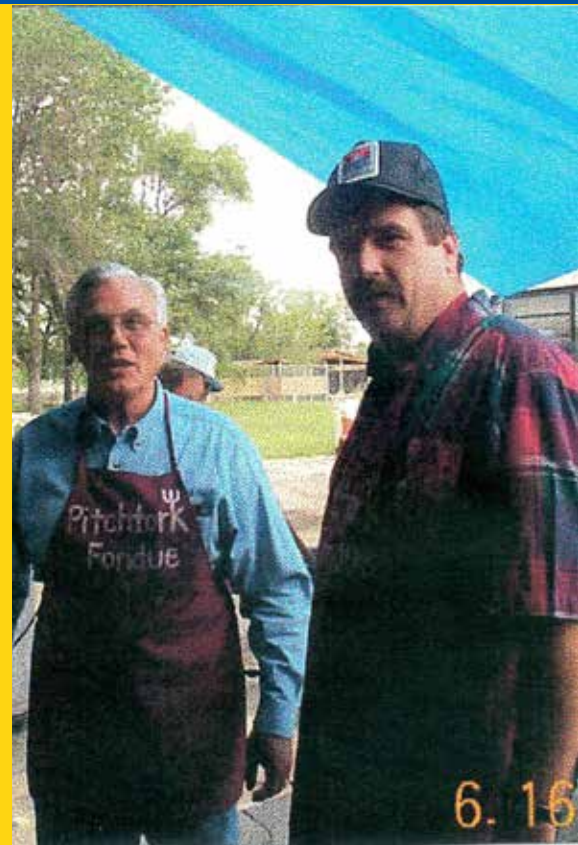






In closing, I want to sincerely thank the members of this cooperative for allowing me to serve you. I also want to thank the many directors that I had the pleasure of working with over the years. Last, but certainly not least, thank you to the many dedicated employees that have worked for me and this cooperative in such a dedicated and professional manner over the years. May God bless you all!

*Bert Hangeberg*





- ◆ LOANS
- ◆ LEASES
- ◆ APPRAISALS
- ◆ MULTI-PERIL CROP INSURANCE
- ◆ HAIL INSURANCE
- ◆ LIFE INSURANCE

Farm Credit Services of North Dakota  
is an equal opportunity provider and employer.



**FINANCING RURAL COMMUNITIES**  
◆ **FOR OVER 100 YEARS.** ◆

**MINOT**  
701-852-1265

**CARRINGTON**  
701-652-2836

**RUGBY**  
701-776-5863

**BOWBELLS CROP  
INSURANCE**  
701-377-3703

**WARD COUNTY  
CROP INSURANCE**  
701-852-5432

**BOTTINEAU**  
701-228-3731

**CROSBY**  
701-965-2265

**WILLISTON**  
701-774-0055





**THE BOLD NEW  
FUTURE OF THE  
SEED INDUSTRY  
HAS A NAME.  
IT'S DAKOTA  
AGRONOMY  
PARTNERS.**



™, ® Trademarks and service marks of Dow AgroSciences, DuPont or Pioneer and their affiliated companies or respective owners. ©2020 CORTEVA

**PRAIRIE PARTNERS OUTLOOK**  
1800 13TH STREET SE  
MINOT, ND 58701

# **Taking Care of Business in the Field**



**Fred Beuchler**  
701-420-6721



**Tyler Neether**  
701-420-6723



**Matt Benson**  
701-420-6728



**Troy Hedberg**  
701-385-4051



**Minot • Kenmare**  
[www.townandcountry.org](http://www.townandcountry.org)