



## Director's Report

Dan Jones, Board Chairman

At our November 14 board meeting our auditors, Dennis Gardiner and Ryan Taylor of the audit firm Gardiner Thomson Certified Public Accountants,

presented the Fiscal Year 2017 audited financial results to the Board and Management of Crystal Valley. The results were positive - not what we projected - but still a very good year with the Ag economy the way it is.

During the audit meeting the board set the patronage rates for business done with Crystal Valley during the past year. Those rates, along with the summary of the audit report, are included in the General Manager's report. Of the allocated patronage, 40% will be paid out in cash in late January/early February and 60% will be deferred to the patrons equity account.

Crystal Valley's Annual Meeting will be held January 30, 2018 at the Verizon Wireless Center in downtown Mankato. We will begin serving a meal at 6:00 PM followed by the business meeting at 7:00 PM. Highlights of the business meeting will be the board, management, and audit reports of the 2017 fiscal year. Please plan to attend.

## DIRECTOR ELECTION

We have three directors whose terms are expiring this year: Bryon Christenson of La Salle, Tim Lewer of New Richland, and Gene Meyer of Round Lake. All three have decided to seek re-election for another three year term. We will be voting by mail again for this year's election. The ballot packets will be mailed out on or before January 12 and will need to be filled out and returned to the main office in Lake Crystal by noon on January 30 to be counted. Tellers will be appointed, ballots opened and tallied, with the results being announced that evening at the annual meeting. Thank you, in advance, for taking the time to fill out and return the ballots in a timely fashion.

## VOTING ELIGIBILITY

The Crystal Valley board of Directors passed a resolution this past year to amend our Bylaws regarding the amount of business required to be done with Crystal Valley annually in order to become or remain eligible as a voting member. We are raising this amount from \$5,000 to \$10,000, to become effective February 1, 2018, following this year's annual meeting. More information will be shared on this by mail and at the annual meeting on January 30.

## WINTER MEETINGS

As the calendar flips from the Fall harvest season to the Winter event season, we begin our Winter meeting schedule. We'll have the opportunity to attend local and regional annual meetings, update meetings, board training sessions, leadership training, our board/staff retreat, and trade shows. By attending these meetings, it keeps us current on what's happening around us and gives us a chance to rub elbows with the other cooperative directors from our area.

## 40 SQUARE COOPERATIVE SOLUTIONS

I'm sure many of you attended an informational meeting on the 40 Square health insurance initiative. I attended the two meetings in Lake Crystal and was amazed at the number of people there. It seemed like everyone had the same concern: very few affordable options available to them. Health insurance through 40 Square provided another option. The open enrollment period closed on December 20 with well over a thousand farm family members enrolled and covered. This is a great start!

On behalf of the board, I would like to thank all of our patrons for your business, support, loyalty and understanding this past year. I'd also like to thank all of our employees for their hard work and dedication – they are the face of Crystal Valley Cooperative!

*Have a happy and safe New Year.*



## Manager's Report

Roger Kienholz, *General Manager/CEO*

### Fiscal Year 2017 Financial Results

Okay, another year is in the books and we're already a third of the way into a new fiscal year. A summary of our FY 2017 financial statements for Crystal Valley is presented to the right alongside a comparison to FY 2016.

Overall, sales were up \$3 million over a year ago to \$258.8 million. By division, sales were \$102.5 million in grain, \$75.4 million in agronomy, \$59.1 million in feed, and \$21.8 million in energy. Grain volumes were up on soybean bushels but down in corn handle. Fertilizer volumes were increased in dry and liquid tons but decreased in lime and anhydrous ammonia; seed and chemical sales were both higher than last year. Feed tonnage continued its steady climb with a 5% growth over the prior year. Gallon sales of gasoline, diesel fuel and propane were all higher than a year ago.

Company profitability was a mixed bag of pluses and minuses. On the plus side were agronomy, feed and propane; on the minus side were grain and refined fuels. The patronage rates for FY 2017 are shown to the right. Even though we weren't profitable in the grain division in 2017 (and, therefore, will not pay patronage on the bushels of corn and soybeans), we will be passing through a substantial IRS Section 199 Domestic Production Activities deduction (DPAD) to patrons who sold grain to us in FY 2017. For FCA Co-op patrons, it amounts to 16.6 cents per bushel; for Crystal Valley patrons, it will be 16.0 cents per bushel. These Section 199 notices were mailed in December of 2017.

As for the balance sheet, we continued to reduce our leverage on long term debt from 15% down to 12% of Member's Equity. Total Members' Equity increased by \$25 million with the merger of FCA Co-op into Crystal Valley on March 1, 2017.

As for the fall and the first four months of FY 2018, we're off to a very good start. With the excellent crop yields in our area, particularly in corn, our total harvest receipts are up over last year. Even though harvest was later than usual, the extended fall weather after Thanksgiving allowed us to get quite a lot of fall fertilizer work done. Propane sales were up over 1.5 million gallons from last fall with the higher corn yields and increased moisture contents.

As always, we thank you for your business and your continued trust and confidence in Crystal Valley. We greatly value our relationship with you and look forward to serving you in the coming year.

*Happy New Year!*

## STATEMENT OF SAVINGS

	For the year ended August 31, 2017	For the year ended August 31, 2016
<b>SALES</b>	<b>\$258,800,000</b>	<b>\$255,862,563</b>
Cost of Goods Sold	228,424,150	226,668,114
Gross Savings on Sales	30,375,850	29,194,449
Other Operating Revenue	15,524,589	12,952,545
Total Gross Revenue	45,900,439	42,146,994
Operating Expenses	42,876,555	38,390,643
<b>OPERATING SAVINGS</b>	<b>3,023,884</b>	<b>3,756,351</b>
Patronage Income	1,586,982	2,126,466
Other Income (Loss)	(47)	(24,511)
Savings before Income Taxes	4,610,819	5,858,306
Income Taxes	308,012	444,509
<b>NET SAVINGS</b>	<b>4,302,807</b>	<b>5,413,797</b>

### DISTRIBUTION OF NET SAVINGS

Patronage Dividends		
Cash-40%	384,895	556,940
Deferred-60%	577,342	835,411
<b>TOTAL PATRONAGE</b>	<b>962,237</b>	<b>1,392,351</b>
Retained Savings	3,340,570	4,021,446
<b>TOTAL</b>	<b>4,302,807</b>	<b>5,413,797</b>

### PATRONAGE RATES

	2017	2016
<b>Propane Division</b>	<b>1.2257¢/gal</b>	-
<b>Grain Division</b>	-	-
<b>Feed Division</b>	<b>0.7213%</b>	<b>1.1392%</b>
<b>Agronomy Division</b>	<b>0.8355%</b>	<b>1.2589%</b>
<b>Petroleum Division</b>	-	<b>3.7922¢/gal</b>

### BALANCE SHEET

	August 31, 2017	August 31, 2016
<b>ASSETS</b>		
Current Assets	74,068,886	56,569,755
Property, Plant & Eqmt	80,936,120	59,367,787
Investments in other Organizations	23,872,173	14,425,588
<b>TOTAL</b>	<b>178,877,179</b>	<b>130,363,130</b>
<b>LIABILITIES AND MEMBERS' EQUITY</b>		
Current Liabilities	67,356,039	45,681,941
Long-Term Liabilities	11,907,948	11,053,637
Deferred Income Taxes	802,123	369,835
Members' Equity	98,811,069	73,257,717
<b>TOTAL</b>	<b>\$178,877,179</b>	<b>\$130,363,130</b>





## Agronomy Report

**Dale Botten**, *Vice President - Agronomy*

### Fall Update

The fall harvest season started out slow, resulting in later than normal applications of fertilizer. Once harvest got into full swing, the application season lasted into the week of Thanksgiving.

With corn yields being better than expected, we saw increased interest in fall application of fertilizer. Phosphate and potash prices this fall were comparable to fall 2016. The best buy this fall was in nitrogen fertilizer, thanks to increased production in the US and less demand this fall throughout the world. With a November shutdown of a large phosphate mine in Florida, we expect to see higher phosphate pricing for spring prepay. With stronger demand for spring nitrogen, we expect to see higher nitrogen prices for prepay. As we see in most years, application of fertilizer this fall has positioned you for the best value for the 2018 growing season.

This fall we continued to see interest in soil sampling, resulting in a record number of acres grid sampled. Thanks to our precision staff, soil sampling crews and soil testing lab, we received timely lab results allowing our agronomists to make precise fertilizer recommendations before fertilizer applications were scheduled. Our agronomy staff collected yield data on over 400 acres of replicated variety plots/research trials this fall. This included harvesting 27 replicated corn and 20 replicated soybean plots. Our agronomists are positioned to share this harvest data with you.

Our big construction project going on now is the chemical warehouse at our Janesville location. After years of planning, the project is on schedule to be completed before spring planting season.

Our agronomy staff have put in many hours throughout this long harvest season. I would like to thank all Crystal Valley employees who helped the agronomy division serve our customers.

As we move into winter prepay season, Crystal Valley is focused on creating value to maximize your per acre profitability. The business you have given us this year is much appreciated; we are committed to earn your business in 2018.

**FALL  
HARVEST  
2017**





## **Agronomy Update**

**Matt Schoper**, *Agronomy Sales Manager*

### **Changes to Labels**

This past season was the first year that wide spread applications occurred with Engenia or Xtendimax chemistry on dicamba tolerant soybeans traits. There were a tremendous amount of questions about how to apply the product without movement and the extra products not required by label. After year one, the industry also learned more about this technology and the EPA has recently added additional requirements for this next year that you need to be aware of as you make plans for the 2018 crop. Additional restrictions could still happen based upon state decisions, which we will communicate as they are announced.

- #1 Update:** Engenia & Xtendimax will now be a Restricted Use Pesticide, so only certified applicators will be able to purchase these products and make the applications.
- #2 Update:** Mandatory applicator training is required prior to applying this product in the 2018 growing season. Applicators must complete dicamba or auxin-specific training.
- #3 Update:** Record keeping requirement: Record keeping is required for applications of this product. The certified applicator must keep the following records for a period of two years; records must be generated as soon as practical but no later than 14 days after application for each application. Records must be made available to State Pesticide Control Officials, USDA, and EPA upon request.
- #4 Update:** The amplification of susceptible crops by not applying these products when the wind is blowing toward adjacent non-dicamba tolerant susceptible crops; this includes non-dicamba tolerant soybeans. Before making an application, the applicator must survey the application site for adjacent non-target susceptible crops. The applicator must also consult applicable sensitive crop registries to identify any commercial specialty or certified organic crops that may be located near application site.
- #5 Update:** Amplification of downwind buffer: the applicator must always maintain a 110-foot downwind buffer or greater depending on the rate in which is being applied.
- #6 Update:** Amplification of temperature inversions, not to apply during a temperature inversion as the off-target movement is high. Do not apply this product between sunset and sunrise.
- #7 Update:** Do not apply when wind speeds are less than 3 MPH or greater than 10 MPH.
- #8 Update:** Amplification of sprayer cleanout ensuring the spray system used to apply this product is clean before using this product. Ensuring no AMS is present from previous applications as AMS can increase volatility.

As you are making your 2018 plans, please consult with your Crystal Valley Agronomist on best practices. We look forward to sharing other key in field observations made this past summer that will help ensure success for the next year ahead.

*Thank you for your business!*



## Grain Report

Jeff Spence, Vice President - Grain

### Fall Harvest Information

As we are entering the winter season, I am glad to say we are finally finished with the 2017 harvest. With the warm weather in early October we were able to get the beans out and dry the corn down to 17 to 25 moisture. When the bean harvest started, we were wondering if it was ever going to stop raining, and when it did, temperatures rose so we had some beans drop down to single digit moisture. I believe on the very east side of our trade territory we still have some beans standing in the fields because they are too wet or the ground is. The yields we have heard on beans have generally been a little less than last year, but not too bad, averaging in the mid to high 50s. The price of beans has been hovering around \$9.00 per bushel. We do not think that will change a lot unless the South American crop gets into some type of problem.

With the wetter and larger corn crop than normal it has been a long haul. The yields we have heard across the trade territory were possibly our biggest crop ever with yields being 200 to as high as 250 bushels per acre. We saw very little corn down in the mid-teens for moisture thus almost all the harvested corn bushels this year had to go through the dryers. We were able to keep up most of the time with the wet corn, with a few exceptions for a day or two at a couple of the locations. We also had room at most locations so we did not have to shut corn off. We did this by transferring between locations, loading trains, filling a bunker and trucking some to ethanol plants. We want to thank our farmers for all their patience if there were any delays at some of our locations.

Marketing all this corn is going to be the hardest part of this year's crop. With the larger than normal crop, not only in our area but possibly the best yielding corn crop we have ever raised in the United States, I believe it is going to be hard to rally the price of corn very much. With corn hanging in the \$3.00 range it could cash flow for many of our customers between the great yield and the Arc payment. Please contact one of our Marketers with any questions you have with either pricing your corn or beans. We offer many different contracting options or you can continue to store your grain with us. Thanks for the opportunity to assist you with your harvesting needs and we will be glad to help with marketing your crop the rest of the year.

*Happy New Year!*

***Congratulations to Trent Wadd and the Janesville team for receiving the Roots Award from the Waseca Area Chamber.***



## Grain Marketing

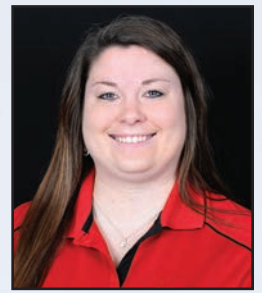
**Kyle Leary**, *Grain Marketer*

### *Introduction and Fall Update*

I am Kyle Leary, the new grain marketer for Hope and Janesville. I graduated from South Dakota State University with a degree in agricultural business. Prior to coming to Crystal Valley I worked for a coop in western MN as a grain originator and then for a large feed company in supply chain management.



**Kyle Leary**  
*Grain Marketer*

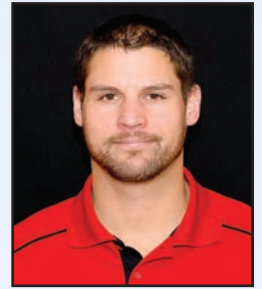


**Megan Tusa**  
*Grain Marketer*



**Ryan Brandts**  
*Grain Marketer*

The market has taken all harvest to digest the thought of another record corn yield, as we have continued to grind lower since the beginning of September. The USDA shocked the market with their November monthly Supply and Demand report when they raised the corn yield 3.6 bushel per acre to a record yield of 175.4, beating last year's record yield of 174.6. Prices worked lower following the report but we did not have a complete sell off as the funds already held an almost record short position and didn't not have much room to add to those shorts. Unfortunately, the demand side of the equation has not been able to help feed the bull as exports have been falling behind pace to meet the USDA's estimate. The US has currently sold 44% of the USDA's 1.925-billion-bushel export estimate for the year, leaving us about 58.27 million bushels or 3% behind the average pace.



**Joe Williams**  
*Grain Marketer*



**Bob Bloomgren**  
*Grain Marketer*

Beans have managed to put together a nice \$0.50 rally since the beginning of September as bean yield reports were coming in lower than what many were hoping for. The USDA lowered their yield estimate 0.4 bushels per acre during the October report but left it unchanged in the November report. The current yield is estimated at 49.5 bushels per acre down from last year's record of 52 bu/acre. Similar to corn, exports have been lagging behind for beans as well. The US has currently sold 55% of the USDA's 2.250-billion-bushel export estimate. On average export sales are at 70% of the USDA estimate by this time.

There are some positive things in market to take advantage of. With many in the industry thinking that the USDA is still too optimistic with this bean yield, some traders are looking for them to lower the yield in the January 12th report when they will peg the final yields of the 17/18 crop year. On the corn side, traders are keeping a close eye on the funds short position. With the funds holding such a large short position they are going to need to cover them at some point, many thinking before the end of the year which could give us a small pop in this stagnate market. We have also seen basis start to firm, especially on the beans as the bin doors have been welded shut and processor is trying to get some beans moving. The market has also given us opportunity with large carries in both the bean and the corn market.

In times of low commodity prices having a marketing plan is more important than ever! Make sure you are working with your grain marketer to come up with a plan, picking out targets and getting offers put in as rallies may be short lived or highs put in during the overnights. We also have multiple marketing tools that can help diversify your marketing program and more easily achieve your marketing goals. Ryan, Joe, Megan and myself are all licensed brokers if you are looking to diversify your marketing even more.



## Energy Report

**Bruce Lauver**, *Vice President - Energy*

### Energy Market Update

#### Fall 2017

We have experienced a harvest that would normally have been spread out over six weeks or more, to a harvest where most of

the crop was pulled out of the fields in a three-week span. This presented some difficulties with transportation from our suppliers as propane went on allocation November 1st. We had local terminals with outages because of the high volumes being consumed quicker than it could be replenished. This resulted in pulling 16 loads in from outer states like Nebraska, Missouri, Wisconsin, Iowa. Supply and demand has returned to a normal level and Crystal Valley has replenished bulk storage inventories.

Everyone from the energy team would like to thank you for your business, support and understanding through the high demand this fall on diesel fuel and propane. If we keep our lines of communication open between Crystal Valley, our customers and suppliers we can deliver the highest standard of service that you deserve.

#### Propane Markets

With the higher demand on propane worldwide we haven't seen a drop-in price. We will continue to see higher than normal prices throughout the winter heating season. Preparation improves availability. Keep storage tanks full to reduce the risk of shortages and higher prices.

#### Kerosene

Crystal Valley will be discontinuing K1 Kerosene in bulk; we will continue to sell bulk gallons while supply

lasts and currently have 600 gallons available in bulk. K1 Kerosene will still be available in 55 gallon drums only.

#### Spring 2018

##### 2018 B20 mandate is coming:

Currently 10 percent biodiesel is required to be blended with #2 diesel fuel from April 1 to September 30 each year, with the blend lowered to B5 for the colder weather months of October through March. The statute now reads that the mandate would move to B20 on May 1, 2018.

##### Premium B5 Diesel Contracting: available December 5, 2018.

Crystal Valley is offering a Premium B5 Diesel Contract. Plan your diesel fuel needs for spring, summer and fall.

##### Spring Premium Diesel Deferred Program:

Crystal Valley will also be offering our Spring Premium Diesel Deferred Program. Fill in January, February and March and pay before April 30, 2018.

Contact your local Crystal Valley office or your sales representative for spring and fall diesel forecasting volumes and details on both B5 contracting and the spring diesel deferred program.

We sincerely thank you for your business and appreciate every opportunity to serve all our members.

*Happy New Year!*



## Rebates, Rebates, Rebates

**Jim Jung**, *Energy Sales*

The Minnesota Propane Association still has rebates available on many propane appliances that have been installed in the last 90 days. The list is below.

Furnace in new construction or change of fuel: .....	\$250.00
Water Heater in new construction or change of fuel: .....	\$400.00
Water Heater replacement: .....	\$150.00
Garage Heater: .....	\$150.00
Clothes Dryer: .....	\$150.00
Fireplace / Space Heater: .....	\$150.00





## Energy Sales Update

**Chad Larson**, *Energy Sales Manager*

### Energy Sales Happenings

From the sales side, we saw quite a fall harvest! Beans came out of the field without too much fanfare but not the same to be said about corn. Corn yields for the most part pleasantly surprised a lot of our growers. This fact is one of the reasons we saw higher demand for propane, as we saw more bushels run across the burner. All in all, Crystal Valley weathered the extensive demand well. We were never “out” of propane. Did some of our locations run low, yes, but we just shuffled trucks to meet our demands. I personally have lived through four falls like this now in my career and feel we do our best to make sure everyone is fairly treated, and no one runs out, and this year was no different. We want to thank all of you for your patience and understanding. We did everything humanly possible to cover all our bases, and Crystal Valley employees went to great lengths to keep our customers supplied.

Contracting propane – most of you reading this, that locked in your propane needs by way of contract, I’m sure glad you did, as we saw an approximate 40 cent increase in cash propane in this region by the time corn harvest was full swing. Our sales staff did a good job locking you in through summer, to secure a price to protect you against upside market moves once in-season. Using contracting as a tool to protect yourself is good risk management and something I highly recommend. My staff and I want to show you the value in doing business with us at Crystal Valley, and contracting in is a very important one.

Diesel fuel by the tail end of harvest had its woes too. Again, with everyone in the corn belt full tilt, the supply chain did eventually get stressed; however, the more

important topic I would like to discuss is soy in diesel. With B10 being required April 1st through Sept 30th, the overall hope is that this should be “thinned” out enough by the time we get cooler temps. The B5 mandate then kicks in Oct 1st through March 31st. Unfortunately, some customers had enough residual B10, or combination in-between B5-B10, to where we did see some “honeycombing” in diesel throughout our trade area once cooler temps arrived. To compound the problem, a lot of new tractors and combines have two micron filters, which will plug even at the slightest gelling. PowerService, an anti-gel, worked well for those of you that experienced this issue. With a B20 mandate coming fast for next year, we are exploring options to manage the amount of soy you’ll need to take throughout the year.

Our sales staff will be in regular contact with you coming into winter and discussing your spring needs. One thing to keep in mind, if you are trading or purchasing any equipment, please call me or one of my associates to discuss the Cenex Total Protection Plan Warranty. This is a great risk management tool helping with equipment repairs reaching \$50,000 to \$70,000 depending upon the repair. Most of you are using the Cenex fuel and oil already, so it really makes it easy to get covered. We can get you enrolled with no hassle to you.

I want to again say Thank-You to all our customers; it was a challenging harvest but we made it. We strive to be your partner, not just your supplier.

*Have a great New Year!*

Please call the propane service department with any rebate Questions.

Winter is upon us. Our drivers and service techs want to wish you all a happy holiday season.

Please keep you driver in mind if the snow gets deep and you are able please clear a path to your propane tank. Your driver thanks you in advance.





## Feed Report

**Bob Raue**, *Vice President - Feed*

### *Thank you and New Items Around Crystal Valley*

It is hard to believe 2018 is just around the corner! All the feed division employees, The Feed Team, would like to thank all of our customers for the business you have given us this past year, and also for the faith and trust you have in us by allowing us to serve you. We look forward to serving you in 2018.



**Dave Limoges**  
*Feed Sales*

### **Sales Manager Position Added in the Feed Division**

The Crystal Valley feed team would like to announce that Dave Limoges, long time salesman at our Vernon Center feed mill, has accepted additional responsibilities as Sales Manager of the feed division and its sales team. Dave will bring his expertise, vast experience, and leadership skills to continue the growth of sales in the feed division. Dave will report to Bob Raue, VP, Feed. Dave will continue to work out of the Vernon Center feed mill. We are very excited that Dave has agreed to take on these additional responsibilities.

### **Investments and Growth in Your Feed Division**

In August the board of directors approved our fiscal budget request for capital improvements at our four feed mill locations.

The Jackson mill will replace their existing micro system with a stainless steel Easy Automation double scaled rotary system, speeding up the batching process. A new air compressor will be purchased and placed in a new heated control room. A new forklift will replace the old existing one. Automation upgrades will be added to the mill distributors for receiving product and to the roller mill enabling them to be controlled through the computer rather than manually.

The Janesville mill will replace two older roller mills with a fully automated triple stack roller mill which will include an automated scalper. A new four-hole automated distributor on the grinding leg will be installed to replace some manual convertors.

The LaSalle mill will be refabricating some of their overhead ingredient bins changing the sizes to accommodate room for more bulk products. A new paddle conveyor will be added for one of the bin changes and a new auger will be added to the bulk salt bin. Automation will be added to one of the manual distributors and vibrators will be added to the overhead loadout bins.

The Vernon Center mill will be doing an upgrade on the feed batching system switching from WEM Automation to Easy Automation which will be consistent with what the other three mills have in place thus giving us more continuity. The existing micro system will be replaced with a stainless steel Easy Automation double scaled rotary system. This system will help speed up the batching process. We will also add two more tote racks allowing us to switch two bag products to totes. The existing four-ton loadout hopper will be replaced with a six-ton hopper and six of the loadout bins will be refabricated, installing larger gates which will allow quicker discharge resulting in less time when loading.

These upgrades and improvements will aid in our manufacturing process and add efficiencies while maintaining the same quality service and products that our customers are accustomed to. We want to thank our board for their approval of this new equipment and improvements. This is just one example of the commitment your coop has to the livestock industry.

### **Swine Industry Continues to Expand**

The swine industry continues to grow year after year; this past year was no exception. We have seen a substantial increase in sows, equating to more pigs and new packing plants opening this past year. Expansion in both areas will come online in the near future. The need for new barns continues to be an opportunity for young

farmers looking to build equity, existing swine producers wanting to expand, or for farmers who look to diversify their operations. We have customers who are looking for good managers that have interest in custom feeding. If you would like to find out more about the opportunities in custom feeding, please contact your local Crystal Valley sales representative.

### **Contracting Feed Inputs**

We offer different options when purchasing corn, soybean meal, or other inputs for future use. For more information on these options or if you wish to contract any of these products, please contact Bob Raue, Vice President of Feed, at the Lake Crystal office. Or you may also talk with your local sales representative who will assist you in getting this done.

### **Winter Weather**

Winter is here and, as we all know, snow can create difficulties for driving and getting in and out of livestock building sites. After a substantial snow fall, the snow needs to be moved to enable feed deliveries to be made in a timely manner. Also, please be certain to move enough snow to accommodate a semi-tractor trailer. Please communicate with your mill when your site is cleared and feed can be delivered.

***Your Crystal Valley Feed Team would like to thank you for your business in 2017.  
We look forward to providing your feed needs in the New Year.***

*We hope you have a Happy and Prosperous New Year!*

# *Congratulations!*

## **Gary, Jim & Kevin**

**for 25 years of service! Thank you for your hard work & dedication to Crystal Valley!**

**Gary Spence**  
Agronomy Sale, Lake Crystal

**Jim Friedrichs**  
Custom Applicator, Madelia

**Kevin Monahan**  
Propane Delivery, Janesville  
(Not Pictured)



Gary Spence &  
Roger Kienholz



Jim Friedrichs &  
Roger Kienholz



40 Square Cooperative Solutions was successful in bringing sustainable health plan offerings to its membership. Coverage became effective January 1, 2018 with over 1,000 farm family members insured.

Please contact us at: **info@40square.coop** if you have any questions and sign up for updates at **www.40square.coop**.

## Bringing health plan solutions to Minnesota farm families.



### INGREDIENTS:

- » 1 C Mascarpone Cheese At Room Temperature
- » Zest & Juice of 1 Lemon
- » 1 Tsp Cracked Black Pepper
- » 3 Boneless, Skinless Chicken Thighs, Cleaned Of Fat And Cut Into 1 Inch Dice
- » 1 1/2 Tbsp Olive Oil
- » 2 Cloves Garlic, Minced
- » Salt & Pepper
- » 1/3 C Sun-Dried Tomatoes, Chopped
- » 1 (9 Ounce) Bag Spinach
- » 1 (500 Gram) Package Pasta

### To Serve:

- » Sautéed Garlic Bread crumbs or
- » Grated Parmigiano Reggiano/ Pecorino Cheese

### PASTA WITH MASCARPONE, CHICKEN, SUN-DRIED TOMATOES & SPINACH

### DIRECTIONS:

1. Combine the zest, lemon juice, mascarpone, and pepper in a bowl, and whisk to combine.
2. Bring a pasta pot of salted water to boil.
3. While waiting on the water, heat the oil in a skillet, and cook the chicken until it is cooked through and just beginning to brown, about 6 to 8 minutes .
4. Add the garlic and cook another minute or two, then season with salt and pepper.
5. Cook the pasta until al dente, taking it off the heat about 1 to 2 minutes before you would normally remove it.
6. Drain, reserving about 1/2 cup of the pasta water.
7. Return the pasta to the pot, and set over medium heat.
8. Stir in the mascarpone and lemon mixture, the chicken,
9. sun-dried tomatoes, and spinach.
10. Loosen the sauce with about 1/4 cup of the water and toss all over the ingredients together until the spinach has wilted and everything is piping hot, adding a little additional pasta water if needed.
11. Serve immediately, topped with grated cheese or sautéed bread crumbs.



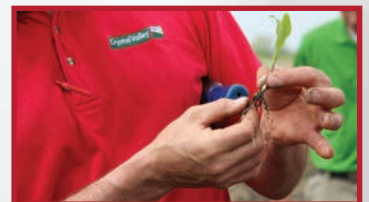


# INTERNSHIPS

*Crystal Valley is now accepting application for 2018 Summer Internships.*

- Agronomy Sales
- Precision Ag
- Ag Service Technician
- Grain Marketing
- Grain Operations
- Feed Sales / Operations
- Information Technology
- Entry-level Sales

Send resume and cover letter to Human Resources.  
humanresources@crystalvalley.coop | 507-726-4794

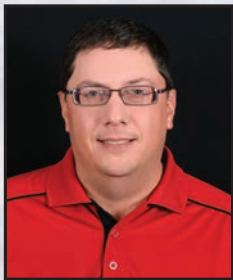


## HOW TO APPLY:

Visit the careers section at [www.crystalvalley.coop](http://www.crystalvalley.coop)

# Crystal Valley

would like to recognize  
the following employees...



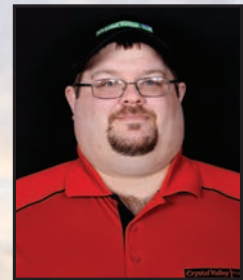
**5 Years**

**Darrick Wegner**  
*Agronomy Sales*  
*Darfur*



**10 Years**

**Jim Cutler**  
*Propane Service Tech*  
*Lake Crystal*



**15 Years**

**Jason Knutson**  
*Grain Operations*  
*Jackson*



**15 Years**

**Bob Bloomgaren**  
*Grain Marketer*  
*Trimont*



**40 Years**

**Tom Basmoen**  
*Custom Applicator*  
*Madelia*

...for their years of **DEDICATED**  
service to our patrons.

# Are you Protected?

There are two definitive times when insurance is something that is thought about. The first is when the premium is due and the second is when a claim occurs. The difference between the two, is when that claim occurs more often, the concern is AM I COVERED? This is when the fine print of the contract is called into play and coverage is either available or it is not. All too often the potential outcome of a claim situation hinges on the policy responding with coverage or a denial, this can come down to the definition of a single word.

When your insurance policies come in the mail each year do you take the time to read every page and fully understand the coverages, or more importantly, the exclusions that are outlined in detail? If you do, you are likely destined to be in the insurance business or in need of a good night's sleep! Insurance language can be confusing and most people rely on their insurance agent to understand the policy and have a positive intent that they are simply "covered". There is only one thing missing from this mindset... Communication! Without open dialogue back and forth between an insured and agent, insurance can easily become a commodity and the agent an order taker. When meeting with a new customer, or one that we have been working with for many years, we stress the importance of communication. This allows agents to dig deeper into the policy and make sure that as an operation changes we align the policy to respond appropriately. It is equally as important for our customers to understand what is and is not covered and more importantly what that means for their operation.

Don't wait until a claim happens to find out if you have the right coverage; at that time it may be too late. Having a trusted insurance advisor is essential for successful risk management. At AgQuest, we feel that not only is it important to review the contract on paper but also to seasonally review the operation as a whole. This allows us to have the conversations on what is needed to move forward and keep your operation properly protected. Don't let the fine print catch you off guard, especially when it comes to insurance.

Whether you have any questions or even if you would just like an extra set of eyes on your insurance policy to make sure you are protected, we are here to help!

Feel free to contact: **Tim Lewis**, AFIS, **Amber Weber**, AFIS & **Ryan Feist**



**Ryan Feist**, AgQuest® Financial Services

*For all your Financial and Insurance needs.*

507-508-0206  
rfeist@agquest.net  
**www.agquest.net**





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www.crystalvalley.coop

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# DIRECTORY

## **MAIN OFFICE**

507-726-6455  
800-622-2910

## **DARFUR**

507-877-5011  
800-658-2475

## **ELYSIAN**

507-267-4305  
866-317-3136

## **HOPE**

507-414-0036

## **JACKSON**

**Main Office**  
507-847-4160

## **JANESVILLE**

**Agronomy**  
507-234-5155  
507-835-1720  
866-458-9886  
**Grain/Feed/Petro**  
507-234-5610  
507-835-3646  
800-201-3646

## **LAKE CRYSTAL**

**Grain**  
507-726-2051  
800-451-3984

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507-726-2057

## **Petro-Propane**

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## **LAKEFIELD**

**Agronomy/Energy**  
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## **Grain**

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507-642-3300  
507-439-6385  
888-544-7687

## **MADELIA**

**Agronomy**  
507-642-3276  
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## **Elevator/Hwy 60**

507-642-8896

## **NICOLLET**

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## **ROUND LAKE**

507-945-8153

## **TRIMONT**

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## **VERNON CENTER**

**Agronomy**  
507-549-3056

## **Grain/Feed**

507-549-3722  
888-501-5947

## **WALDORF**

507-239-2172  
800-569-1321