

AG-LAND FS, INC

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INSIGHT

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FROM THE MANAGER'S DESK

Floyd Heller

Happy New Year!!! I hope everyone had an enjoyable Holiday Season and I wish you the best in 2019! Thanks for your business this past year and we look forward to serving you in the new year.

The fall season was definitely another unique one. We were blessed with another above-average grain harvest this past fall. The cold, wet weather pattern made it difficult to get crop nutrients and fall burndown chemicals applied. Of course, when we wanted the temperatures to drop a little it got warmer than normal, making any nutrient applications even more difficult. The weather also affected our energy departments with less grain dryer gas used and decreased farm fuel gallons. Despite less patronage income from GROWMARK this year we are still showing income about the same as last year at this time.

Directors Elected

We held our 2018 Annual Meeting on November 19th and the following directors were elected for a three year term:

Lynn Haseley, Lincoln
Herman Schwantz, Lincoln
David Uhlman, Tremont
Scott Johnson, Elmwood

Our board members are elected at-large by district: the Northern District is Peoria County, the Central District is Tazewell County, and the Southern District is Logan County. The term "at-large" means that members in all districts vote for every candidate. Ballots are mailed to all member-owners and returned via the U.S. Mail. Candidates are placed on the ballot by a nominating committee that is appointed by the Board President, currently Lynn Haseley. Our nominating committee members are as follows:

Northern District - Stuart Pille and Jeff Smith

Central District - Mark Schleder and Phil Schmidgal

Southern District - Jeff Elsas and Tom Alberts

The nominating committee meets every year and places candidate names on the ballot. Occasionally, we do have a contested election but most years, elections are uncontested. If you know of an individual looking to run for our board tell them to contact a nominating committee member. There are certain qualifications that must be met to be on the board. It is the nominating committee's responsibility to review and qualify candidates to be placed on the ballot.

Employees/Directors Years of Service Milestones

The following employees and directors achieved a years of service milestone as of the end of this calendar year:

5 YEARS

Rick Anderson	Williamsfield	Semi Driver
Sondra Carter	Lincoln	Plant Secretary
Court Hruska	Pekin	Human Resources/Safety
Paul Leason	Hanna City	Operations
Joy Mahr	Elmwood	Plant Secretary
Kim Mahr	Hanna City	Plant Secretary

10 YEARS

Rolland Daum	Elmwood	Operations
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15 YEARS

Mike Bielema	Brimfield	Crop Specialist
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20 YEARS

Jeff Briggs	Pekin	Retail Maintenance
Sue Fehlhafer-Chase	Pekin	Marketing Assistant
Noah Green	Mt. Pulaski	Crop Specialist
Eric Long	Pekin	Operations Manager
Todd Urish	Tremont	LP Sales & Service

30 YEARS

Rick Boyer	Lincoln	Crop Specialist
David Uhlman	Tremont	Board Member

35 YEARS

Quint Harnacke	New Holland	Plant Manager
Michael Long	Armington	Crop Specialist
Dan Matzke	Hanna City	Petroleum Sales & Service

40 YEARS

Mark Pedigo	Pekin	Agronomy Marketing Manager
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Congratulate these individuals if you see them. Employees are the backbone of every successful company and longevity certainly aids a company in achieving their goals. I am impressed to see such a long list every year. It definitely makes my job easier to have tenured employees and I am sure our customers appreciate dealing with familiar faces year after year.