



Owner Outlook



Uniting together, serving as one

At CHS, our purpose is to create connections to empower agriculture. Through this we work every day to bring our owners the value of the cooperative system that drives us to seek new, more efficient ways to do business for the long-term.

Uniting to serve you as one

We are excited to announce the CHS (Brandon) producer board and management, based out of Brandon, South Dakota, and the CHS (Wausa) management team, based out of Wausa, Nebraska, have recently made the decision to unify our two business units.

As we look towards synergies and efficiencies within our business, the unification comes as an opportunity to serve you as one and to make the necessary changes to be the best stewards of our owners' investments.

Looking at the business units today, each have a sound financial standing. So, why unify you may ask? This

unification can go beyond the balance sheet to the value of the cooperative system, local representation and collaboration to provide you increased buying power, access to goods and service, local board representation and an added economic opportunity.

The unified businesses will operate under the internal name of CHS (Brandon), but will continue to be known to our customers as CHS, just as both of these business units do today. Kent Mulder will hold the general manager position. Jeff Friedrich, current general manager out of Wausa, will maintain area management responsibilities for the Nebraska locations of Wausa and Dixon while adding Crofton, previously under Brandon management.

Work between operations and business units will begin immediately with full integration upon completion of the due diligence over the next couple of months. ■

We're here to help you own every day.

INSIDE

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- You have a voice
- Focused on long-term success



Ruthton, Minnesota, location

Focused on long-term success

Today's cooperative system connects farmers to the larger world around them, while providing the dependability and stability close to home. As the agricultural industry changes at a rapid pace, we need to stay relevant. When I look back on the unification discussions, relevancy is top of mind. Coming together brings direct benefits for our patrons in both economies of scale, as well as enhancements of service.

One example that comes to mind is Crofton. This location has been a strong retailer of propane, while Wausa and Dixon customers have been familiar with direct shipments of transport loads. This unification will streamline our efficiency, giving us direct line of sight to help more CHS patrons on their farms and in heating their homes and livestock facilities.

“Our depth of solutions, expertise and global market access provide our owners with resources they can count on to help their business grow. We are focused on staying relevant and financially strong for our farmer-owners today and for generations to come.” -Kent Mulder

CHS out of Marshall, Minnesota, and CHS Eastern Farmers unified on September 1, 2017, to what is now managed out of Brandon, South Dakota. We have seen great success across the board from assets, footprint and utilization of our people. The unification ahead will bring the business unit to 22 locations, ensuring we are of relevant size to be viable into the future of this ever-changing market, while positioning us for future growth.

We are ultimately focused on the long-term success and value to our farmer-owners. I am excited about the opportunity before us to better meet the needs of an evolving customer base. Together, we can make a difference on each of your operations to drive success, today and into the future. We will realize the profits from operating efficiencies gained, focusing on what is best for the farmer-owners so that we can return those profits gained back to you in the form of patronage. ■
-Kent Mulder, general manager

Minor changes, big results

“Although day-to-day operations will see little changes, the impact of this will provide big results. Creating larger connections to empower the growers and their evolving operations.”
-Jeff Friedrich

The Wausa trade area came into the CHS cooperative system in 1997. At that time we had less than 12 employees and spread less than 5,000 tons of fertilizer. In 2017, we started an agronomy-only greenfield location in Dixon, Nebraska, located 33 miles east of Wausa and 35 miles west of Sioux City. This positioned our assets and people in a place to grow the business at a rapid pace.

As I look at this unification, I think to the immense amount of opportunity that is ahead for our producers. The size and scope that the unified business brings will directly benefit the owners here with the strong, efficient supply change and market access to inputs that will support the changing size and diversification of the producers in our trade area. Secondly, this will give our local producers a voice on the local board, strengthening that cooperative value. ■

-Jeff Friedrich, area manager



WANT TO KNOW MORE?
Visit us at chsbrandon.com and follow us on Facebook, Twitter and Instagram.



Dixon, Nebraska, location

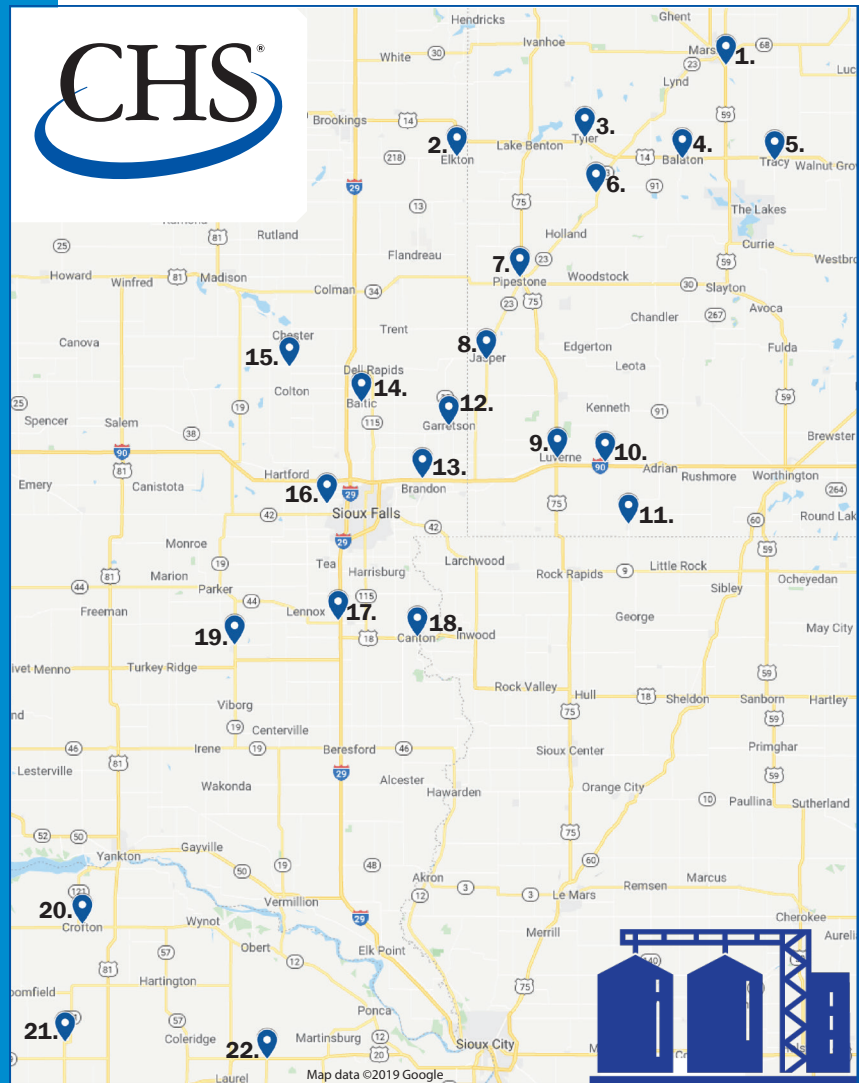
Our people

One initial question that comes to many is, what does this mean for the employees? We are deeply rooted in the local communities and providing thriving careers within those communities. Last March, CHS, out of Brandon, acquired the Crofton, Nebraska, energy location through the Country Pride Cooperative acquisition. Placed in close proximity to Wausa and Dixon, this prompted collaborative efforts around people and their expertise leading to the start of unification conversations.

As of today, we have a number of employees who support both business units. Our CHS loan officer has started to support patrons within the Wausa and Dixon trade areas, providing more of a personalized financing experience. We also have a propane driver who supports the Wausa location as a custom applicator. These synergies allowed us to hire top talent in the area due to Jeff's knowledge and I thank him for helping identify such great people to bring to the Crofton team. As we have employees being promoted and retiring, we will see even more of this synergy occur in the very near term.

Ultimately, your cooperative is about the people you work with, the ones that connect each of you with what you need to be successful for your specific operation. You will have the continued support and expertise from the team members you have come to know and trust. Both business units have an outstanding employee base that will continue to help you and your next generation succeed on the farm. ■

-Kent Mulder, general manager



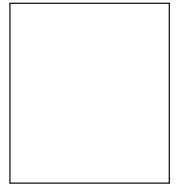
Unified location map

- | | | |
|--|---|--|
| 1. Marshall, MN • 507-532-3246 | 9. Luverne, MN | 14. Baltic, SD • 605-529-5432 |
| 2. Elkton, SD • 605-542-2371 | Feed & Grain • 507-283-4418 | 15. Colton, SD • 605-446-3400 |
| 3. Tyler, MN • 507-532-3246 | Energy • 507-283-9571 | 16. Ellis, SD • 605-325-8881 |
| 4. Balaton, MN • 507-532-3246 | 10. Magnolia, MN | 17. Worthing, SD • 605-372-3700 |
| 5. Tracy, MN • 507-629-3780 | Grain • 507-283-4418 | 18. Canton, SD • 605-987-2714 |
| 6. Ruthton, MN • 507-658-3450 | Agronomy • 507-283-2431 | 19. Hurley, SD • 605-238-5281 |
| 7. Pipestone, MN • 507-825-4256 | 11. Kanaranzi, MN • 507-283-8989 | 20. Crofton, NE • 402-388-4588 |
| 8. Jasper, MN • 507-348-3911 | 12. Garretson, SD • 605-594-3415 | 21. Wausa, NE • 402-586-2272 |
| | 13. Brandon, SD • 605-582-2415 | 22. Dixon, NE • 402-584-2272 |



Farmer-owned with
global connections

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Brandon, South Dakota, location

It's all about our
voice and how
we can prepare
the cooperative
for the next
generation.



*Tom Versaevel,
board chairman*

You have a voice

The great thing about being part of CHS and the local cooperative system is the governance of the local producer board. Those making the decisions for the cooperative are your neighbors, your friends and those in the business right along with you. We each know the highs, the lows and what it takes to stay focused on the success of our operations even though we know each operation is unique. We each have that long-term goal of seeing our next generation on the family farm and know the cooperative system will be there to help them succeed.

As the board discussed this possible unification, we talked through the footprint benefits, the economy of scale and how we could develop synergies between the business units. We see the value of this unification as we focus on the future and how we can sustain a strong cooperative business for the next generation. The thing that spoke

loud and clear was the voice that this unification allows the patrons of the Wausa and Dixon trade areas to have. A voice that allows us to locally make the decisions that are best for our fellow farmer-owners.

As the board chairman, I am excited about this opportunity for the members of the Wausa and Dixon trade areas. Having someone from the area who knows specifically what the area needs, what their strengths are and how we can empower agriculture in their area will greatly benefit the strategic decisions made on behalf of our owners. Whether you are the first generation on your farm or the fifth, this opportunity to be part of the producer board is tremendous. ■

- Tom Versaevel, board chairman



Information on serving

We look forward to welcoming a patron from the Wausa and Dixon trade areas onto our local CHS producer board. We believe it's important that our customers have a voice, and the structure of CHS provides for this.

If you are interested in more information on the process to be nominated to the producer board, please contact me. I'd greatly appreciate learning more about your operation and connect you with Tom, our board chairman. I can be reached by phone at 605-582-2415 or by email at Kent.Mulder@chsinc.com. ■

-Kent Mulder, general manager