

Many Little Projects Replace Big Ones

By DuWayne Thompson, General Manager

CHS Northland Grain is not engaged in any large capital projects during the 2021 fiscal year. Instead, we're looking at our current facilities more closely and identifying repairs and updates we want to do. Here are some of the bigger ones:

- At Warren, we've replaced a couple of our big grain conveyor belts.
- At Hazel, the bulk loader needs rebuilding. Some spots have worn thin, and we need to shore them up.
- At Greenbush, we need to repair a sweep conveyor inside one bin, a loadout spout needs work, and some cribbing on the main elevator needs attention.

A number of updates and repairs have already been finished. All of them will be far enough along at harvest so there should be no interruption.

Hiring people to serve you well

Elsewhere in this newsletter, you will read that Tiffany Morris is transitioning from her grain accounting position at St. Hilaire to an insurance agent position in our insurance department. In the interim, Grace Roers has taken on additional grain settlement responsibilities and is doing a great job!

Finding someone with strong accounting capabilities to replace Tiffany will be a high priority. We continue to look for strong candidates to fill all positions as we move forward. We're absolutely confident that finding the right people for each job is the best way to serve you.

The end of the rainbow

During the past year and a half many companies were going through challenging times, and CHS was no exception. But the cooperative spirit remained strong.



Warren Terminal.

When a loyal customer of CHS Northland Grain recently retired after many years of farming, he and his wife questioned if the equity they built within CHS would be available for them at retirement. That customer recently received his equity retirement check from CHS and the last time I saw him he was smiling from ear to ear!

CHS continues to stay a strong cooperative because of what the board and management have done during tough times to make sure they can honor their promises. Loyalty and sticking with us can be pretty rewarding.

I can't thank each of you enough for the business you have done with our cooperative, and continue to do. Have a safe and prosperous growing season. ■



CHS Ag Services dry fertilizer plant (left) and CHS Northland Grain terminal (right) in Warren, Minn.

Experienced CHS Employee Tackles Settlements

Denise Knutson may be new to writing grain checks, but she is certainly not new to CHS, and she is a quick, hands-on learner.

Born and raised in Aneta, N.D., Denise attended Aakers Business College in Grand Forks. Before joining CHS (then Harvest States) on Dec. 7, 1994, she worked in administration and bookkeeping for a soil testing lab, a concrete company, a large implement dealership, and Thrifty White Drug.

For almost 27 years, Denise held the title of administrative assistant to the field staff and later to regional directors in the cooperative's Grand Forks offices.

In March of this year, Denise transitioned to a new job in Warren. She'll record and pay out all grain transactions at the Warren Terminal of CHS Northland Grain.

"I've known Denise since she started with the cooperative, and one of her strengths is attention to detail," says DuWayne Thompson, general manager for CHS Northland Grain.

"We need to make sure that the premiums and discounts get applied accurately and that grain is settled in a timely manner, both for CHS and for the customer," explains

DuWayne. "Getting it right and doing it with a cheerful attitude is so important to us, and I am confident Denise is the right person for the job."

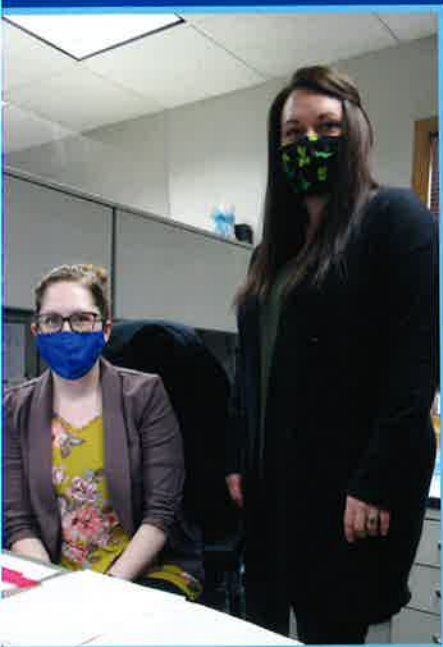
Editor's Note: CHS runs deep in the Knutson family. Denise and her husband, Curt, have two grown sons. One son, Patrick, is the grain department manager for CHS Mahanomen. The other son, Shaun, works in the agronomy division for CHS Big Sky in Montana. ■



Denise Knutson

CHS Harvest for Hunger Sets Record

By Amy Konickson and Joann Blom, CHS Northland Grain



Left to right, Amy Konickson and Joann Blom.

For eight years, CHS Northland Grain has sponsored events like cornhole, smear and bowling tournaments, and served meals to raise money for hunger relief. Under the banner "CHS Harvest for Hunger," employees and customers have donated time, supplies, and dollars to restock local food pantries and made sure kids went to bed with full tummies.

You'd think a pandemic, like this one, would throw cold water on that brightly burning beacon of hope. YOU WOULD BE WRONG!

This year's CHS Harvest for Hunger campaign, March 1 through March 20, was the simplest BUT MOST EFFECTIVE event yet.

This year, CHS Northland Grain partnered with CHS Ag Services to sell, prepare, and distribute meals curbside to our employees and our customers. That's all

we did — sell prepared meals of burgers, macaroni salad, chips, and cookies. And you know what happened? We turned in the largest contribution ever to the North Country Food Bank in Crookston, Minn.

From our fundraising activities in Badger, Crookston, Oklee, Stephen, St. Hilaire, and Warren, we raised \$25,000, which will provide approximately 120,000 meals to people in need. THAT IS AMAZING. All advertising, supplies, and the volunteer time of about 100 employees and customers were donated. So, we presented the regional food bank with a check for the full amount.

It was nice working with volunteers. Nice to put a face to the names — even though some faces were hidden by masks. Thanks to all patrons and employees who came, helped out, and supported this community effort. We'll see you next year for CHS Harvest for Hunger 2022. ■

HELP US
FILL THE
SHELVES.



GRAIN



FOOD



FUNDS



CHS Harvest
for Hunger

Hail Insurance Minimizes Risk

By Lonnie Longtin, CHS Northwest Insurance Services



Did you know that most hailstorms last less than five minutes? Though short in time, these storms can be catastrophic to your profits and ultimately your future. You can remove this risk by purchasing crop hail insurance through CHS Northwest Insurance Services.

Not only does crop hail insurance give you coverage for hail, but there are also coverage extensions such as vandalism, malicious mischief, fire, lightning, and some coverage for transit and storage.

Hail plans vary in deductible and coverage amounts. These selections can be different by crop, county, and section. Call one of our agents below, to implement a plan that fits your farm's needs. ■

CHS NORTHWEST INSURANCE SERVICES AGENTS

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Familiar Face in a New Place

If you sell your crop at the Hazel terminal or our St. Hilaire elevator, you probably know Tiffany Morris. She's been writing your grain checks for almost five years. Tiffany is still located at our St. Hilaire office, but she is transitioning to a new position as an insurance agent for CHS Northwest Insurance Services.

"I like working with farmers, and I've gotten really close to our grain customers in recent years," says Tiffany. "I'm hoping that will help the insurance agency to grow."

Tiffany's personality and her desire to help people fits this new position. "I'm a people-person and I was raised on a cattle ranch about 60 miles north of Minot," she states. "Hopefully, my background together with my grain knowledge will enable me to help my customers in a new way."

"I love to learn and grow," she adds.

Editor's Note: Tiffany and her fiancé, Craig Morinville, live outside of Brooks on an acreage with their blended family of six girls and one boy. The family enjoys outdoor activities like snowmobiling, dirt biking, and skiing together. ■

Thank You For Your Patience

By Jesse Bushelle and Trevor Staehnke, Safety Specialists

We appreciate all your patience and understanding with COVID-19 policies at our facilities over the last year. It hasn't always been easy, but we have maintained overall good health between our employees.

With employees social distancing, using face coverings where appropriate, and sanitizing workspaces, along with the policies that we have had in place, we have been able to minimize the impact of exposures at our facilities.

We understand it may get difficult in the upcoming months to continue to adhere to our policies with some areas experiencing fewer positive cases and many members of the community getting vaccinated, but we ask that you do not let your guard down yet. Please continue to help us keep our employees and your fellow patrons safe.

We can't thank the employees and our member-owners enough for helping us get through the challenges of this past year and we look forward to the times ahead! ■



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!WARNING!

The
U.S. Food and Drug Administration
and the
U.S. Grain Standards Act allow

ZERO TOLERANCE
for treated seed
occurring in grain.

Make sure all equipment is
thoroughly cleaned and inspected
before using it for grain.

We would like to remind our patrons to clean out their trucks between hauling treated seed and grain to be marketed.

Treated seed dumped in our grain elevators creates a huge liability for the grain elevator and the customer who delivered contaminated grain. This could get very expensive if dumped into one of our big steel tanks, some of which are in excess of 700,000 bushels.

Please help us manage this appropriately!

Watch the Ending Stocks

By Jeff Blom, Grain Sales Merchandiser



The markets are on a tear right now, putting in new contract highs in all months for all commodities — almost every day.

One thing to look for are the ending stock numbers that the government projects for both corn and beans. Unless we see a significant increase in ending stocks for the 2021 crop year, you can expect prices to continue moving higher, closing that gap between nearby and deferred months.

Patience is your best friend. Pay attention to the weather. I would guess that, when the planters roll in North Dakota, it might put pressure on wheat values. Then again, it's still dry out there. If it stays dry the market could be explosive.

One final note: You need to pay attention to cleaning up old crop and to getting new crop on the books. These prices won't last forever. ■

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