

**CRYSTAL VALLEY COOPERATIVE  
Lake Crystal, Minnesota**

PERSONNEL AND ORGANIZATIONAL DATA  
August 31, 2019

**OFFICERS AND DIRECTORS**

<u>Name</u>	<u>Address</u>	<u>Term Expires</u>	<u>Position</u>
Dan Jones .....	Lake Crystal, MN .....	2020 .....	Chairman
Mark Eggimann .....	Jackson, MN .....	2020 .....	Vice-Chairman
Tim Lewer .....	New Richland, MN .....	2021 .....	Secretary/Treasurer
Judd Hendrycks .....	North Mankato, MN .....	2020 .....	Director
Bryon Christenson .....	LaSalle, MN .....	2021 .....	Director
Gene Meyer .....	Round Lake, MN .....	2021 .....	Director
Dean Sonnabend .....	Vernon Center, MN .....	2022 .....	Director
Tom Trahms .....	Janesville, MN .....	2022 .....	Director
Scott Fisher .....	Trimont, MN .....	2022 .....	Director

Roger Kienholz – General Manager

**ORGANIZATIONAL DATA**

Date of Incorporation..... January 27, 1927

Under Laws of State of..... Minnesota

Fiscal Year Ends..... August 31

Main Office ..... Lake Crystal, Minnesota

**NATURE OF BUSINESS**

Nature of Business.....Farmers Cooperative Purchasing and Marketing Association

Products Handled.....Agronomy, Feed, Grain, Petroleum and Other Farm Supplies



## Independent Auditor's Report

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To the Board of Directors  
Crystal Valley Cooperative  
Lake Crystal, Minnesota

We have audited the accompanying consolidated financial statements of Crystal Valley Cooperative, Lake Crystal, Minnesota, which comprise the consolidated balance sheets as of August 31, 2019 and 2018, and the related consolidated statements of savings, members' equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Crystal Valley Cooperative, Lake Crystal, Minnesota, as of August 31, 2019 and 2018, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

December 12, 2019

A handwritten signature in black ink that reads 'Gardiner + Company P.C.' in a cursive script.

**CRYSTAL VALLEY COOPERATIVE**  
**Lake Crystal, Minnesota**

CONSOLIDATED BALANCE SHEETS  
August 31, 2019 and 2018

**ASSETS**

	2019	2018
<b>CURRENT ASSETS</b>		
Cash	\$ 6,709,394	\$ 4,861,272
Marketable Securities	1,897	1,897
Receivables		
Trade – Net of Allowance for Doubtful Accounts of \$250,000	15,545,941	12,970,344
Storage and Handling	58,880	73,303
Grain in Transit	666,495	479,263
Other	206,686	291,648
Inventories		
Grain	18,674,505	10,427,282
Agronomy	21,465,754	21,643,281
Feed	1,491,923	1,693,191
Petroleum	984,609	1,017,234
Propane	346,722	450,182
Miscellaneous	766,796	969,962
Prepaid Expenses	582,161	553,123
Prepaid Inventory	6,712,038	13,941,089
Deferred Tax Asset	0	204,910
<b>Total Current Assets</b>	<b>74,213,801</b>	<b>69,577,981</b>
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Land and Land Improvements	9,218,887	9,218,887
Buildings and Equipment	154,009,846	146,483,900
	163,228,733	155,702,787
Accumulated Depreciation	(87,271,686)	(77,666,540)
Undepreciated Cost	75,957,047	78,036,247
Construction in Process	4,344,834	726,774
<b>Net Property, Plant and Equipment</b>	<b>80,301,881</b>	<b>78,763,021</b>
<b>OTHER ASSETS</b>		
Notes Receivable	0	2,961
<b>INVESTMENTS</b>		
Equity in Other Organizations	23,809,475	22,924,179
Other Investments	1,143,684	1,034,997
<b>Total Investments</b>	<b>24,953,159</b>	<b>23,959,176</b>
<b>TOTAL ASSETS</b>	<b>\$179,468,841</b>	<b>\$172,303,139</b>

The accompanying notes are an integral part of the consolidated financial statements.

**CRYSTAL VALLEY COOPERATIVE**  
**Lake Crystal, Minnesota**

CONSOLIDATED BALANCE SHEETS  
August 31, 2019 and 2018

**LIABILITIES AND MEMBERS' EQUITY**

	2019	2018
<b>CURRENT LIABILITIES</b>		
Checks Written in Excess of Bank Balance	\$ 5,384,440	\$ 5,125,048
Current Maturities of Long-Term Debt	2,547,412	3,117,441
Current Maturities of Capital Leases	819,277	731,180
Member Investment Notes – Demand Payables	8,102,155	11,118,303
Trade	12,781,112	10,072,710
Customer Credit Balances	7,352,560	8,585,088
Unpaid Grain	9,718,583	15,162,350
Margin Accounts	2,403,349	1,316,539
Other	71,124	1,509,082
Accrued Expenses		
Interest	169,694	104,178
Property Taxes	1,535,472	1,585,013
Payroll	1,842,848	2,178,543
Other	102,997	132,073
Patronage Dividends Payable	0	454,281
<b>Total Current Liabilities</b>	<b>52,831,023</b>	<b>61,191,829</b>
<b>LONG-TERM LIABILITIES – Net of Current Maturities</b>		
Notes Payable	17,298,225	1,257,000
Capital Leases	2,068,892	2,888,168
Member Investment Notes	6,628,691	6,411,926
<b>Total Long-Term Liabilities</b>	<b>25,995,808</b>	<b>10,557,094</b>
<b>DEFERRED INCOME TAXES</b>	<b>1,067,195</b>	<b>1,061,429</b>
<b>MEMBERS' EQUITY</b>		
Revolving Fund	30,862,174	32,845,617
Patronage Payable in Equities	0	681,421
Equity Acquired in Merger	11,806,377	11,806,377
Unallocated General Reserve	56,906,264	54,159,372
<b>Total Members' Equity</b>	<b>99,574,815</b>	<b>99,492,787</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>\$179,468,841</b>	<b>\$172,303,139</b>

The accompanying notes are an integral part of the consolidated financial statements.

**CRYSTAL VALLEY COOPERATIVE**  
**Lake Crystal, Minnesota**

CONSOLIDATED STATEMENTS OF SAVINGS  
Years Ended August 31, 2019 and 2018

	2019	2018
Sales	<b>\$294,949,613</b>	\$336,148,030
Cost of Goods Sold	<b>259,740,259</b>	298,248,764
Gross Savings on Sales	<b>35,209,354</b>	37,899,266
Other Operating Revenue	<b>17,370,635</b>	19,383,716
Total Gross Revenue	<b>52,579,989</b>	57,282,982
Operating Expenses, Including Interest	<b>52,314,248</b>	53,876,357
Operating Savings – Local	<b>265,741</b>	3,406,625
Patronage Dividend Income	<b>2,468,790</b>	709,703
Savings Before Income Taxes	<b>2,734,531</b>	4,116,328
Income Tax Expense (Benefit)		
Current	<b>(121,476)</b>	176,836
Deferred	<b>210,676</b>	262,946
Net Savings	<b>\$ 2,645,331</b>	\$ 3,676,546

DISTRIBUTION OF NET SAVINGS

Patronage Dividends		
Cash – 40%	<b>\$ 0</b>	\$ 454,281
Deferred – 60%	<b>0</b>	681,421
	<b>0</b>	1,135,702
Retained Savings	<b>2,645,331</b>	2,540,844
Total	<b>\$ 2,645,331</b>	\$ 3,676,546

The accompanying notes are an integral part of the consolidated financial statements.

**CRYSTAL VALLEY COOPERATIVE**  
**Lake Crystal, Minnesota**

CONSOLIDATED STATEMENTS OF MEMBERS' EQUITY  
Years Ended August 31, 2019 and 2018

	Total	Revolving Fund	Patronage Payable in Equities	Equity Acquired in Merger	Unallocated General Reserve
Balance – August 31, 2017	\$98,811,069	\$34,872,933	\$ 577,342	\$11,806,377	\$51,554,417
Stock Redeemed	(2,566,194)	(2,566,194)	0	0	0
Distribution of Patronage Dividends Over Accrual of Prior Year	0	577,342	(577,342)	0	0
Patronage Dividends	25,568	(38,352)	0	0	63,920
Adjustments	79	(112)	0	0	191
Current Period Savings	3,676,546	0	0	0	3,676,546
Patronage Dividends					
Cash	(454,281)	0	0	0	(454,281)
Deferred	0	0	681,421	0	(681,421)
Balance – August 31, 2018	99,492,787	32,845,617	681,421	11,806,377	54,159,372
Stock Redeemed	(2,605,533)	(2,605,533)	0	0	0
Distribution of Patronage Dividends Over Accrual of Prior Year	0	681,421	(681,421)	0	0
Patronage Dividends	42,230	(59,331)	0	0	101,561
Current Period Savings	2,645,331	0	0	0	2,645,331
Balance – August 31, 2019	\$99,574,815	\$30,862,174	\$ 0	\$11,806,377	\$56,906,264

The accompanying notes are an integral part of the consolidated financial statements.

**CRYSTAL VALLEY COOPERATIVE**  
**Lake Crystal, Minnesota**

CONSOLIDATED STATEMENTS OF CASH FLOWS  
Years Ended August 31, 2019 and 2018

	2019	2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net Savings	\$ 2,645,331	\$ 3,676,546
Adjustments to Reconcile Net Savings to Net Cash Provided by Operating Activities		
Depreciation	11,094,587	10,516,197
Gain on Sale of Property, Plant and Equipment	(648,382)	(1,072,793)
Bad Debt Income	(57,872)	(131,655)
Patronage Dividends Received as Equity	(1,174,393)	(135,028)
Loss from Investments	13,824	16,531
Deferred Income Taxes	210,676	262,946
Change in Assets and Liabilities		
Increase in Receivables	(2,516,901)	(2,547,957)
(Increase) Decrease in Inventories	(7,529,177)	3,119,269
(Increase) Decrease in Prepaid Expenses	(29,038)	208,571
(Increase) Decrease in Prepaid Inventory	7,140,380	(11,367,918)
Increase (Decrease) in Payables	(4,319,041)	758,292
Increase (Decrease) in Accrued Expenses	(348,796)	479,771
Net Cash Provided by Operating Activities	4,481,198	3,782,772
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from Sale of Property, Plant and Equipment	798,682	1,737,659
Additions to Property, Plant and Equipment	(12,783,747)	(9,007,964)
Other Investments Purchased	(125,000)	(258,319)
Other Investments Redeemed	2,489	4,215
Redemption of Equity in Other Organizations	289,097	285,598
Net Decrease in Notes Receivable Non-Current	2,961	14,075
Net Cash Used in Investing Activities	(11,815,518)	(7,224,736)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Increase (Decrease) in Checks Written in Excess of Bank Balance	259,392	(2,907,285)
Net Repayments Member Investment Notes	(3,016,148)	(1,476,649)
Additional Borrowings of Long-Term Debt	17,849,225	0
Retirement of Long-Term Debt	(2,892,443)	(4,438,579)
Stock Redeemed	(2,605,533)	(2,566,194)
Allocated Patronage Paid	(412,051)	(359,327)
Equity Adjustments	0	79
Net Cash Provided by (Used in) Financing Activities	9,182,442	(11,747,955)

The accompanying notes are an integral part of the consolidated financial statements.

CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)

	2019	2018
Net Increase (Decrease) in Cash	\$1,848,122	\$(15,189,919)
Cash – Beginning of Year	4,861,272	20,051,191
Cash – End of Year	\$6,709,394	\$ 4,861,272

**SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION**

Cash Paid (Received) During the Year for:

Interest	\$2,112,200	\$ 2,391,987
Income Taxes	50,000	(74,219)

**SUPPLEMENTAL SCHEDULE OF NON-CASH FINANCING ACTIVITIES**

Allocated Patronage Dividends	\$ 0	\$ 1,135,702
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The accompanying notes are an integral part of the consolidated financial statements.

## Notes to Consolidated Financial Statements

### Note 1: Organization and Nature of Business

The Company was organized in 1927 under Minnesota Law and is operating as a cooperative for the mutual benefit of its members. The Company reorganized under Chapter 308B of the Minnesota statutes on January 29, 2014. Voting membership is limited to agricultural producers on a one share–one vote premise. Net savings on business transacted by members is allocated to them on the books of the Corporation or paid to them through patronage dividends.

### Note 2: Summary of Significant Accounting Policies

The significant accounting practices and policies are summarized below.

#### RECENTLY ISSUED ACCOUNTING STANDARDS

Effective September 1, 2018, the Company adopted *Financial Accounting Standards Board (FASB) Account Standards Update (ASU) No. 2015-17, "Income Taxes (Topic 740) – Balance Sheet Classification of Deferred Taxes"* (ASU 2015-17). Under this standard, the balance sheet is simplified by presenting all deferred tax assets and liabilities as long-term. The Company has applied it prospectively as allowed by the standard. The adoption of ASU 2015-17 did not have a material impact on the consolidated balance sheet and had no impact on cash provided by or used in operations for any period presented.

#### NATURE OF OPERATION AND CONCENTRATION OF CREDIT RISK

The Company operates a licensed public grain warehouse; provides grain marketing and related services, sells feed, petroleum and agronomy products and services in and around Blue Earth, Nicollet, Waseca, Watonwan, Steele, LeSueur, Jackson, Nobles and Martin counties in Minnesota. Approximately 42% of the Company's total gross revenue is generated by agronomy sales and related services. In the normal course of business, the Company provides credit to its patrons under standard terms without collateral.

The Company maintains cash balances with local and national financial institutions, which may at times exceed the coverage of U.S. Federal Deposit Insurance Company (FDIC). The coverage is up to \$250,000 for accounts at these institutions. At August 31, 2019 and 2018, cash balances exceeded FDIC coverage by \$4,566,469 and \$2,958,762, respectively.

The Company historically prepays or makes deposits on undelivered inventories. Concentration of credit risk with respect to inventory advances, are primarily with a few major suppliers of agricultural inputs. The Company purchases a large amount of its farm supply inventory from Land O'Lakes and CHS, Inc.

#### PRINCIPLES OF CONSOLIDATION AND BASIS OF PRESENTATION

The consolidated financial statements include the accounts of Crystal Valley Cooperative and its wholly owned subsidiary, CV-FCA Cooperative. In consolidation all significant intercompany accounts and transactions have been eliminated from the consolidated financial statements.

## Notes to Consolidated Financial Statements (Continued)

### Note 2: Summary of Significant Accounting Policies (Continued)

#### RECEIVABLES, NET

Receivables are shown on the consolidated balance sheet net of the allowance for doubtful accounts for book purposes. The amount of the allowance is based on historical bad debt experience and a current evaluation of the aging and collectibility of receivables. For tax purposes, uncollectible amounts are charged against current operations and no allowance for doubtful accounts is maintained.

Because of uncertainties inherent in the estimation process, management's estimate of credit losses inherent in the accounts receivable and the related allowance may change in the near term.

Trade receivables with credit balances have been included in the customer credit balances payable as a current liability.

#### GRAIN IN TRANSIT

In accordance with industry practice on contracts, subject to final grade and weight determination at the destination point, the Company consistently records a sale at the time grain is shipped.

#### HEDGING

The Company generally follows a policy of hedging its grain transactions to protect gains and minimize losses due to market fluctuations. Gains and losses from these hedge transactions are reflected in the margins of the respective commodity.

#### FAIR VALUE OF FINANCIAL INSTRUMENTS

The Fair Value Measurements and Disclosures Topic of the FASB *Accounting Standards Codification (ASC)* defines fair value as the price that would be received to sell an asset or paid to transfer a liability between market participants in the principal market or in the most advantageous market when no principal market exists. Market participants are assumed to be independent, knowledgeable, able and willing to transact an exchange and not under duress. Nonperformance or credit risk is considered when determining the fair value of liabilities. Considerable judgment may be required in interpreting market data used to develop the estimates of fair value. Accordingly, estimates of fair value presented herein are not necessarily indicative of the amounts that could be realized in a current or future market exchange.

#### INVENTORIES

Grain inventories are valued at market and are adjusted to reflect significant net gains and/or losses on open contracts. Non-grain inventories are valued at the lower of cost (first-in, first-out) or net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less reasonably predictable costs of completion, disposal and transportation.

## Notes to Consolidated Financial Statements (Continued)

### *Note 2: Summary of Significant Accounting Policies (Continued)*

#### PROPERTY, PLANT AND EQUIPMENT

Land and depreciable assets are valued at cost. For book purposes, depreciation is calculated using the straight-line method with an equal amount being expensed each year over the estimated lives of the individual assets ranging between three and fifty years. When fixed assets are sold or retired, any resulting gain or loss is reflected in current operations. For tax purposes, depreciation is calculated in accordance with an acceptable tax method.

Maintenance and repairs are expensed as incurred. Expenditures for new facilities and those which increase the useful lives of the buildings and equipment are capitalized.

Depreciation expense in the amount of \$11,094,587 and \$10,516,197 has been charged against operations for the years ended August 31, 2019 and 2018, respectively.

#### EQUITY IN OTHER ORGANIZATIONS/PATRONAGE DIVIDEND INCOME

Equities in other organizations are recorded at cost, plus unredeemed patronage dividends received in the form of capital stock and other equities. Cooperative stocks are not transferable, thereby precluding any market value, but they may be used as collateral in securing loans. Patronage dividends received are recognized as income and any impairment of equities is not recognized by the Company until formal notification is received or when there has been permanent impairment of the carrying volume of the investment. Redemption of these equities is at the discretion of the various organizations.

#### MEMBERS' EQUITY

The Company is organized without capital stock on a membership basis. A membership in the Company may be issued to agriculture producers who reside in the territory served by the Company who patronize the Company by doing not less than \$10,000 in business annually, and who have been approved by the Board of Directors.

Each member is entitled and restricted to only one vote in the affairs of the Company.

#### DISTRIBUTION OF NET SAVINGS

Net savings is allocated to patrons on a patronage basis, based on taxable income and in accordance with the articles and bylaws of the Company.

Patronage refunds to members of the cooperative may take the form of either qualified or nonqualified written notices of allocation. The terms qualified and nonqualified refer to the tax aspect of a refund. For a patronage refund to be qualified as an income tax deduction for the Company at least 20% of the refund must be paid in cash. A nonqualified refund then, is a refund where less than 20% of the refund is paid to the member in cash and does not qualify as a tax deduction for the Company.

Unallocated savings, after provision for income taxes, is accounted for as an addition to general reserve.

## Notes to Consolidated Financial Statements (Continued)

### *Note 2: Summary of Significant Accounting Policies (Continued)*

#### USE OF ESTIMATES

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### REVENUE RECOGNITION

The Company provides a wide variety of products and services, from production of agricultural inputs such as crop nutrients, fuels, livestock feeds and other farm supplies, to grain marketing, storage and drying services, agronomy spreading and spraying, transportation, and other agricultural related services. Sales are recorded upon transfer of title, which could occur at the time commodities are shipped or upon receipt by the customer, depending on the terms of the transaction. Service revenues are recorded once such services have been rendered.

#### INCOME TAXES

The Company, as a non-exempt cooperative, is taxed on non-patronage earnings and any patronage earnings not paid or allocated to patrons.

The Company evaluates uncertain tax benefits arising from tax positions taken or expected to be taken based upon the likelihood of being sustained upon examination by applicable tax authorities. If the Company determines that a tax position is more likely than not of being sustained, it recognizes the largest amount of the arising benefit that is greater than 50% likely of being realized upon settlement in the consolidated financial statements. Any tax positions taken or expected to be taken that do not pass the more likely than not test, the Company establishes reserves offsetting the benefits related to such positions. Interest and penalties, if any, are included in the current period provision for income taxes in the Company's consolidated statement of savings and are included as a current liability in the consolidated balance sheet.

#### DEFERRED INCOME TAXES

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. The principal temporary differences are due to the use of different financial reporting and income tax methods for depreciation, bad debts, inventory capitalization, grain quality and compensated absences. Deferred tax assets and liabilities may be reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion of the deferred tax assets or liabilities will not be realized.

## Notes to Consolidated Financial Statements (Continued)

### *Note 2: Summary of Significant Accounting Policies (Continued)*

#### SALES TAXES

Various entities impose a sales tax on specific categories of the Company's sales. The Company collects the sales tax from patrons and remits the entire amount to the respective taxing authorities. The Company excludes the tax collected and remitted from sales and the cost of sales, respectively.

#### LEASES

Leases which meet certain criteria are classified as capital leases, and assets and liabilities are recorded at amounts equal to the fair value of the leased properties at the beginning of the respective lease terms. Such assets are amortized evenly over the related lease terms of their economic lives. Leases which do not meet such criteria are classified as operating leases and related rentals are charged to expense as incurred.

#### ADVERTISING EXPENSES

The Company's advertising expenses are charged against income during the year in which they are incurred. Total advertising costs charged to expense for the years ended August 31, 2019 and 2018 was \$150,377 and \$229,746, respectively.

#### DERIVATIVE FINANCIAL INSTRUMENTS

The Company has only limited involvement with derivative instruments and does not use them for trading purposes. They are used to manage well-defined commodity price risks. The Company may use futures, forward, option and swap contracts to reduce the volatility of grain. These contracts permit final settlement by delivery of the specified commodity. These contracts are not designated as hedges as defined by the Derivative and Hedging Topic of the FASB ASC. These contracts are marked to market each month and the unrealized gains or losses are recognized in earnings.

#### OFF-BALANCE SHEET RISK – COMMODITY CONTRACTS

Realized and unrealized gains and losses from future sales and purchase contracts and commitments (grain and farm supply commodities) are included in gross savings. There is a possibility that future changes in market prices may make these contract and commitments more or less valuable, thereby subjecting them to market risk. Risk arises from changes in the value of these contracts and commitments and the potential inability of counterparties to perform under the terms of the contracts. There are numerous factors which may significantly influence the value of these contracts and commitments including market volatility.

### *Note 3: Related Party Transactions*

The Company, organized on a cooperative basis, conducts a substantial portion of their operations with the members (owners) of the Company and has ownership interests in various regional cooperatives from whom they purchase products for resale or sell products to.

## Notes to Consolidated Financial Statements (Continued)

### *Note 3: Related Party Transactions (Continued)*

The Company sells to and purchases grain from the board of directors and certain employees. The aggregate of these transactions is not significant to the consolidated financial statements.

The Company had trade receivables due from directors and employees of \$640,246 and \$297,985 as of August 31, 2019 and 2018, respectively. The Company had customer credit balances from directors and employees of \$489,065 and \$480,287 as of August 31, 2019 and 2018, respectively.

### *Note 4: Marketable Securities*

Periodically, CHS, Inc. issues marketable securities in exchange for their non-marketable preferred stock. The Company has elected to show these securities at cost. The unrecognized market gain or loss on these securities at August 31, 2019 and 2018 is not significant to the consolidated financial statements.

### *Note 5: Construction in Process*

Construction in process is stated at cost. No provision for depreciation is made on construction in process until the relevant assets are completed and put into service. Construction in process at August 31, 2019 consists of the following:

	Estimated Completion Date	Costs To Date	Total Estimated Costs
Fertilizer Tower and Office – Janesville	04-01-20	\$ 24,130	\$ 3,550,000
Feed Corn GSI Hopper Bin – Janesville	01-01-20	37,523	100,000
Feed Roof Project – Janesville	01-01-20	43,275	50,000
15,000 Gal. Fat Tank – Vernon Center	12-01-19	34,049	95,000
Automated Grain Scale System – Jackson	11-01-19	41,056	70,000
Grain Bunker Roof / Walls – Hope	11-01-19	3,914,798	4,100,000
Office Building – Mankato	11-01-19	250,003	3,150,000
		<u>\$4,344,834</u>	<u>\$11,115,000</u>

Construction in process at August 31, 2018 was completed during the year ended August 31, 2019. The projects and total cost of completion are as follows:

2018	Total Completion Cost
Office Building – Round Lake	\$ 382,364
Feed Mill Upgrade – Janesville	261,054
Feed Mill Upgrade – La Salle	143,665
105' Power Bin Sweep – Trimont	114,544
90' Power Bin Sweep – Jackson	95,712
Various Projects	414,555
	<u>\$1,411,894</u>



## Notes to Consolidated Financial Statements (Continued)

### Note 6: Investments

At August 31, 2019 and 2018 the Company had equity in other organizations as follows:

	2019	2018
Equity in Other Organizations		
CHS, Inc.	\$16,742,632	\$15,901,139
Land O'Lakes	4,099,865	4,050,118
CoBank, ACB	2,491,507	2,406,175
Ag Processing, Inc.	234,027	238,055
Western Co-op Transport Association	0	79,380
Others	241,444	249,312
	<u>\$23,809,475</u>	<u>\$22,924,179</u>

At August 31, 2019 and 2018, the Company had investments in other companies as follows:

	Ownership Percentage	2019	2018
Other Investments			
Pillar Insurance Limited		\$ 426,994	\$ 426,994
FCA Grain Condo 1, LLC	44%	250,434	265,254
AgQuest Financial Services		50,000	50,000
Minnesota Soybean Processors, LLC	<1%	29,943	31,436
Heron Lake Bioenergy, LLC	<1%	11,313	11,313
40 Square Cooperative Solutions		250,000	250,000
CommoditAg, LLC		125,000	0
		<u>\$1,143,684</u>	<u>\$1,034,997</u>

Investments in Pillar Insurance Limited, 40 Square Cooperative Solutions, Heron Lake Bioenergy, LLC, Minnesota Soybean Processors, LLC, CommoditAg, LLC and AgQuest Financial Services are being accounted for using the cost method. FCA Grain Condo 1, LLC is being accounted for using the equity method.

### Note 7: Financing Arrangements

Financing arrangements as of August 31, 2019 and 2018 were as follows:

Lender	Interest Rate	Balance		Repayment Basis
		2019	2018	
CoBank, ACB				Quarterly commitment reductions of \$425,000 starting on 11-20-19 through 02-20-24. Balance due on 05-20-24.
Term T01A				
Variable	4.64%*	\$9,849,225	\$ 0	
Term T02				(15) quarterly payments of \$252,000 starting 02-20-17 through 08-20-20. Final unpaid balance due on 11-20-20.
Fixed	4.27%	1,257,000	2,265,000	

## Notes to Consolidated Financial Statements (Continued)

### Note 7: Financing Arrangements (Continued)

Lender	Interest Rate	Balance		Repayment Basis
		2019	2018	
CoBank, ACB (Continued)				(8) quarterly payments of \$500,000 starting 02-20-17. Final payment made on 02-20-19.
Term T03				
Variable	4.58%*	\$ 0	\$ 1,000,000	
Term T05				(18) quarterly payments of \$200,000 starting 11-20-19. Balance due on 05-20-24.
Variable	4.64%*	8,000,000	0	
Patron Fixed Term				Principal and accrued interest due on maturity.
3 Year Notes	3.00%	1,743,115	2,105,207	
5 Year Notes	3.75%	5,624,988	5,416,160	Principal and accrued interest due on maturity.
		<u>26,474,328</u>	<u>10,786,367</u>	
Less: Current Maturities		2,547,412	3,117,441	
Long-Term Debt		<u>\$23,926,916</u>	<u>\$ 7,668,926</u>	

\* – Denotes continuously variable interest rate

Seasonal borrowings in effect at August 31, 2019 and 2018 are as follows:

Lender	Interest Rate	Balance		Repayment Basis
		2019	2018	
CoBank, ACB				
Seasonal				
Variable	4.14%*	\$0	\$0	Due 03-01-20.

\* – Denotes continuously variable interest rate

Loan Commitments in effect at August 31, 2019 and 2018 were as follows:

	2019	2018
Operating Seasonal	\$50,000,000	\$50,000,000
Term		
T01A	17,000,000	6,750,000
T02	1,257,000	2,265,000
T03	0	1,000,000
T04	0	2,493,500
T05	8,000,000	0

## Notes to Consolidated Financial Statements (Continued)

### Note 7: Financing Arrangements (Continued)

Patron demand notes at August 31, 2019 and 2018 were \$8,102,155 and \$11,118,303, respectively and accrue interest at a rate of 2.00%. These notes are due upon demand.

The patron fixed term and demand notes are unsecured.

The CoBank, ACB notes are secured by a first mortgage lien on all real property owned by the Company and a security agreement covering all personal property, including inventory and accounts receivable arising from the sale thereof, subject only to first mortgages and security agreements for other contracts. The Company also has \$2,491,507 and \$2,406,175 of equity in the bank at August 31 2019 and 2018, respectively, which is held as additional collateral.

Restrictive covenants on the CoBank, ACB loan agreements provide, among other things, (1) maintaining minimum working capital during the year and at year end, (2) restrictions on incurring additional indebtedness, (3) maintaining a minimum amount of contingent liabilities, (4) maintaining a minimum net worth and other covenants as determined by the bank.

Aggregate annual maturities of the long-term debt outstanding at August 31, 2019 are as follows:

Maturity Date Year Ending August 31	
2020	\$ 2,547,412
2021	2,630,818
2022	3,753,634
2023	2,337,133
2024	15,205,331
	<u>\$26,474,328</u>

Interest expense charged to operations at August 31, 2019 and 2018 was \$2,156,434 and \$2,354,049, respectively.

### Note 8: Capital Leases

The Company leases certain equipment under agreements that classify as capital leases. The cost of the equipment under capital lease is included in buildings and equipment and is amortized over the estimated useful life of the asset, in accordance with the policy described in Note 2. Amortization of the assets under capital lease is included in depreciation expense.

## Notes to Consolidated Financial Statements (Continued)

### Note 8: Capital Leases (Continued)

Information regarding capital leases as of August 31, 2019 and 2018 is as follows:

Lessor	Interest Rate	2019 Balance	2018 Balance
Farm Credit Leasing Minneapolis, Minnesota			
Jackson Fertilizer Plant Equipment (Monthly payments of \$14,003 with additional final payment of \$244,912 due 01-01-23).	3.03%	\$ 740,888	\$ 884,117
Jackson Bin Project (2013) (Monthly payments of \$9,450 with additional final payment of \$119,502 due 08-01-20).	3.57%	208,635	312,568
Jackson Feed Receiving System (Monthly payments of \$9,224 with additional final payment of \$122,810 due 01-01-19).	2.37%	0	149,406
2011 AGCO Terragator 9300 (Monthly payments of \$5,390 with additional final payment of \$73,716 due 12-01-18).	2.58%	0	6,418
2014 AGCO Rogator 1300 (Monthly payments of \$4,119 with additional final payment of \$138,618 due 02-01-20).	3.23%	153,135	196,854
(3) 2015 Chevrolet Silverado's (Monthly payments of \$1,523 with additional final payment of \$14,429 due 05-01-20).	3.46%	24,640	41,743
(2) 2016 Wilson Hopper Trailers (Monthly payments of \$1,286 with an additional final payment of \$12,164 due 06-01-20).	3.52%	22,004	36,391
Jackson Grain Dryer (Monthly payments of \$16,576 with an additional final payment of \$270,850 due on 11-01-25).	4.20%	1,275,307	1,417,397
2016 Walinga Feed Trailer (Monthly payments of \$1,486 with an additional final payment of \$25,635 due on 05-01-23).	4.06%	81,474	95,685
2015 Freightliner Feed Truck (Monthly payments of \$1,499 with an additional final payment of \$14,104 due on 06-01-21).	3.69%	42,266	58,376

## Notes to Consolidated Financial Statements (Continued)

### Note 8: Capital Leases (Continued)

Lessor	Interest Rate	2019 Balance	2018 Balance
Farm Credit Leasing (Continued)			
Minneapolis, Minnesota			
Feed Truck Wet Kit (Monthly payments of \$151 with an additional final payment of \$1,959 due on 06-01-21).	3.70%	\$ 4,762	\$ 6,367
2017 Freightliner Propane Truck (Monthly payments of \$2,903 with an additional final payment of \$38,598 due on 09-01-21).	3.40%	100,613	131,456
2015 Terragator 9300 (Monthly payments of \$4,829 with an additional final payment of \$133,000 due on 10-01-21).	3.77%	234,445	282,570
		2,888,169	3,619,348
Less: Amount Due Within One Year		819,277	731,180
Long-Term Portion		<u>\$2,068,892</u>	<u>\$2,888,168</u>

The following property is held under capital lease at August 31, 2019 and 2018:

	2019	2018
Equipment	\$ 5,068,683	\$ 5,924,699
Less: Accumulated Depreciation	(1,361,031)	(973,408)
	<u>\$ 3,707,652</u>	<u>\$ 4,951,291</u>

Amortization expense on this leased property totaled \$544,512 and \$670,086 for the years ended August 31, 2019 and 2018, respectively, and is included in depreciation expense.

Information regarding gross annual payments outstanding as of August 31, 2019 is as follows:

2020	\$ 914,020
2021	542,530
2022	517,780
2023	492,135
2024	198,907
2025 & Later	486,333
Total Future Minimum Lease Payments	3,151,705
Less: Amount Representing Interest	263,536
Present Value of Future Minimum Lease Payments	<u>\$2,888,169</u>

## Notes to Consolidated Financial Statements (Continued)

### Note 9: Unpaid Grain

Unpaid grain at August 31, 2019 and 2018 consisted of price later contracts, deferred payments contracts and priced not paid grain. Price later contracts represent grain on which title has passed to the Company with the price to be fixed at a later date. Deferred payment contracts represent grain on which title has passed to the company and payment is deferred to a later date. Unpaid grain also includes minimum price, enhanced minimum price, and extended grain pricing contracts, of which title has transferred, minimum/advance payments have been made to seller with final price yet to be determined, based on a later pricing of a future position. These contracts are valued at the current bid net of any adjustment for unrealized gains or losses in relation to the corresponding future or option position. The contracts are summarized as follows:

	2019		2018	
	Bushels	Amount	Bushels	Amount
Price Later Contracts				
Corn	99,420	\$ 348,098	2,017,940	\$ 6,106,570
Soybeans	17,077	132,637	75,600	564,221
		<u>480,735</u>		<u>6,670,791</u>
Deferred Payment Contracts				
Corn	286,720	1,830,605	478,698	2,506,477
Soybeans	66,789	1,292,053	80,887	1,383,751
		<u>3,122,658</u>		<u>3,890,228</u>
Priced Not Paid Contracts				
Corn	1,407,164	5,511,833	1,064,273	3,651,651
Soybeans	168,137	1,389,065	104,913	979,398
		<u>6,900,898</u>		<u>4,631,049</u>
Less: Advances		<u>785,708</u>		<u>29,718</u>
		<u>\$9,718,583</u>		<u>\$15,162,350</u>

The Company merchandises grain utilizing hedge-to-arrive contracts (HTA). HTA contracts are forward type grain contracts, representing a commitment by the patrons to deliver grain in the future with the final pricing to be established by the delivery date. Under these contracts the patron has established a specific commodity's futures price and period to be used in the equation of the final pricing. The patron, upon final pricing, is obligated for the difference between their established commodity's future price and the current market value of the specified futures period. The Company has established positions on the commodity futures market to cover these contracts and protect themselves against future changes in market prices.

## Notes to Consolidated Financial Statements (Continued)

### Note 9: Unpaid Grain (Continued)

The Company is contingently at risk from various factors which may significantly influence the fair value of the HTA contract commitments. These factors include market volatility, the potential inability to deliver quantities relative to their annual production, and the patron's willingness to perform under the terms of the HTA contract agreements. Because of the uncertainties inherent in the estimate of the fair value of these contracts, management's estimate of the fair value of these contracts may change as future changes in the market prices make these contracts more or less valuable.

### Note 10: Retirement Plan

The Company has a 401(k) retirement plan that covers substantially all full-time employees. Employer payments to the plan are equal to 100% of each participant's contribution to a maximum of 5% of each participant's regular compensation. Pension costs are funded as they are accrued. Employer contributions at August 31, 2019 and 2018 were \$612,546 and \$587,807, respectively.

### Note 11: Members' Equity

#### Revolving Fund

The patrons' revolving fund account was established for the purpose of acquiring non-stock capital. The Company maintains a record of the holders of credits and the amount allocated to each holder. The principal source of additions to the patrons' equity are the capital contributions by each member of a portion of his share of the patrons' net margins. Patrons' equity credits may be retired at anytime at the discretion of the Board of Directors. During the years ended August 31, 2019 and 2018, \$2,605,533 and \$2,566,194, respectively, were retired. The Company holds a first lien on each patrons' equity credit for any indebtedness of the holder to the Company.

#### General Reserve

Total net margins less the patrons' net margins, as defined in the articles and bylaws of the Company, are designated as the Company's net margins. These margins are taxable to the Company and consist of patronage-sourced margins not allocated, as well as all non-patronage-sourced net margins.

## Notes to Consolidated Financial Statements (Continued)

### Note 12: Income Taxes

Components of the provision for income tax expense (benefit) for the years ended August 31, 2019 and 2018 was as follows:

	2019	2018
State Income Tax	\$ 0	\$151,026
Over Accrual of Prior Years	(121,459)	(17,287)
Prior Years Amended Returns	(17)	43,097
	<u>\$(121,476)</u>	<u>\$176,836</u>
Deferred Tax Expense	<u>\$ 210,676</u>	<u>\$262,946</u>

Total income tax expense for the years ended August 31, 2019 and 2018, was less than the normal amount computed by applying the U.S. federal income tax rate to savings before income taxes primarily because of allocated patronage dividends, the surtax exemption, permanent timing differences, and temporary timing differences creating deferred income taxes.

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred taxes are classified as current or non-current, depending on the classification of the assets and liabilities to which they relate. Deferred taxes arising from timing differences that are not related to an asset or liability as current or non-current depending on the periods in which the timing differences are expected to reverse.

Amounts for deferred tax assets and liabilities at August 31, 2019 and 2018 are as follows:

	2019	2018
Current Deferred Tax Assets		
Allowance for Doubtful Accounts	\$ 0	\$ 30,000
Compensated Absences	0	116,004
Inventory Capitalization	0	58,906
	<u>\$ 0</u>	<u>\$ 204,910</u>
Non-Current Deferred Tax Assets (Liabilities)		
Allowance for Doubtful Accounts	\$ 30,000	\$ 0
Compensated Absences	126,485	0
Inventory Capitalization	68,465	0
Depreciation – Book/Tax Difference	(1,517,661)	(1,495,751)
Capital Leases	346,580	434,322
Non-Qualified Patronage Dividends	(121,064)	0
	<u>\$(1,067,195)</u>	<u>\$(1,061,429)</u>

## Notes to Consolidated Financial Statements (Continued)

### Note 12: Income Taxes (Continued)

The Company recognizes any uncertain tax benefits if such benefits are a result of a tax position that is more likely than not sustainable upon examination by Federal or State tax authorities. When an uncertain benefit is determined to be more likely than not sustained, the Company values the position, for consolidated financial statements purposes, of the largest amount of the tax benefit that is more than 50% likely of being realized upon resolution of the benefit. For any tax positions taken that do not meet the more likely than not criteria, the Company establishes a tax reserve for 100% of the position taken.

As of August 31, 2019, no significant amounts of unrecognized tax benefits existed nor does the Company anticipate any significant changes in unrecognized tax benefits to occur within the next year, other than tax settlements.

The Company has a net operating loss of \$2,332,234 acquired from the merger of FCA. The net operating loss is set to expire by August 31, 2036.

The Company files tax returns with the Internal Revenue Service, the State of Minnesota and the State of Iowa.

### Note 13: Operating Leases

The Company has various cancelable and noncancelable operating leases and rental agreements on property and various types of equipment.

The following is a schedule of approximate minimum rental payments required under the operating leases that have initial or remaining non-cancelable lease terms in excess of one year as of August 31, 2019.

Maturity Date Year Ending August 31	
2020	\$412,567
2021	300,910
2022	150,455
	<u>\$863,932</u>

Rent and lease expense for the years ended August 31, 2019 and 2018 amounted to \$800,372 and \$1,053,176, respectively.

### Note 14: Fair Value Measurements

The Company determines the fair value of certain inventories of agricultural commodities, derivative contracts, and marketable securities based on the fair value definition and hierarchy levels as established below:

## Notes to Consolidated Financial Statements (Continued)

### Note 14: Fair Value Measurements (Continued)

Level 1	Values are based on unadjusted quoted prices in active markets for identical assets or liabilities. These assets or liabilities include commodity derivative contracts on the Chicago Board of Trade.
Level 2	Values are based on quoted prices for similar assets or liabilities in active markets, quoted prices for identical assets or liabilities exchanged in inactive markets.
Level 3	Values are based on unobservable inputs reflecting management's own assumptions and best estimates that market participants would use in pricing the asset or liability.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The carrying value of the Company's other assets and liabilities, consisting principally of trade receivables, accounts payable, lines of credit and other obligations, approximates fair value due to the short-term maturity of these instruments. The carrying value of long-term borrowings approximates fair value as the interest the Company could obtain on similar debt instruments approximate the interest rates of current debt obligations. The Company's investments in other cooperatives are stated at cost. There is no established market for these investments, and it is not otherwise practical to determine the fair value of investments in cooperatives.

The following table sets forth the level, within the fair value hierarchy, the Company's assets and liabilities at fair value as of August 31, 2019 and 2018:

	Fair Values as of August 31, 2019			
	Level 1	Level 2	Level 3	Total
Assets				
Grain Inventories	\$ 0	\$16,615,232	\$0	\$16,615,232
Futures Grain Contracts	5,012,738	0	0	5,012,738
	<u>\$5,012,738</u>	<u>\$16,615,232</u>	<u>\$0</u>	<u>\$21,627,970</u>
Liabilities				
Forward Grain Contracts	\$ 0	\$ 2,953,465	\$0	\$ 2,953,465

## Notes to Consolidated Financial Statements (Continued)

### Note 14: Fair Value Measurements (Continued)

	Fair Values as of August 31, 2018			
	Level 1	Level 2	Level 3	Total
<b>Assets</b>				
Grain Inventories	\$ 0	\$13,072,647	\$0	\$13,072,647
Futures Grain Contracts	2,663,500	0	0	2,663,500
	<u>\$2,663,500</u>	<u>\$13,072,647</u>	<u>\$0</u>	<u>\$15,736,147</u>
<b>Liabilities</b>				
Forward Grain Contracts	\$ 0	\$ 5,308,865	\$0	\$ 5,308,865

Grain inventories are measured at fair value based on exchange quoted prices adjusted for differences in local markets, and as such are categorized as Level 2. Commodity derivative futures contracts are measured at fair value based on quoted prices on active exchanges and as such are categorized as Level 1. Commodity derivative forward contracts are measured at fair value based on exchange quoted prices and/or recent market bids, adjusted for location specific inputs and as such are categorized as Level 2. The Company had no Level 3 measurements as of August 31, 2019 and 2018, respectively.

### Note 15: Derivative Instruments

The Company's purpose for entering into derivatives and its overall risk management strategies are discussed in Note 2.

The fair value of derivatives is located in inventories on the consolidated balance sheets. The fair value of commodity derivatives (future contracts and options) is as follows at August 31:

	2019	2018
Derivative Assets		
Commodity Futures Contracts	<u>\$5,012,738</u>	<u>\$2,663,500</u>

Gains and losses on commodity derivatives are located in Gross Savings on Sales on the Consolidated Statements of Savings. Net gains on futures contracts for the years ended August 31, 2019 and 2018, were \$2,620,573 and \$6,935,737, respectively.

### Note 16: Commitments and Contingencies

- a) The Company is contingently liable for any weight or grade deficiencies that may occur at time of delivery on 1,410,720 bushels of grain in storage under warehouse receipts or awaiting disposition at August 31, 2019.

Daily Position Record (DPR)	Corn	Soybeans	Oats
Open Storage	699,115	508,507	0
Warehouse Receipts	14,177	15,765	0
Grain Bank	173,156	0	0
Storage Obligation	<u>886,448</u>	<u>524,272</u>	<u>0</u>

## Notes to Consolidated Financial Statements (Continued)

### Note 16: Commitments and Contingencies (Continued)

Daily Position Record (DPR)	Corn	Soybeans	Oats
Company Owned – Unpaid	1,752,241	194,365	0
Company Owned – Paid	(548,141)	1,501,756	3,317
Total Company Owned	<u>1,204,100</u>	<u>1,696,121</u>	<u>3,317</u>
Total Obligations Per DPR	<u>2,090,548</u>	<u>2,220,393</u>	<u>3,317</u>

- b) The Company is a guarantor of loan obligations held by AgQuest Financial Services, Inc. The loan guarantee pool which is not to exceed \$2,000,000, is given to induce AgQuest to make loans to the Company's patrons to promote production of agriculture in the trade area. Actual guarantees at August 31, 2019 was \$730,180.
- c) The Company is subject to various federal and state regulations regarding the care, delivery and containment of products which the Company handles and has handled. The Company is contingently liable for any associated costs which could arise from the handling, delivery and containment of these products.
- d) The Company is a member of a group of other agricultural cooperatives in the Access Insurance Association Workers Compensation Self Insurance Group. The Company pays an annual premium to the plan to cover administrative, group co-insurance and reinsurance costs. Assessments are possible for each member depending on their incurred losses for the calendar plan year if the Company's losses exceed 50% of their premium with a maximum assessment not to exceed their annual premium. The assessment, if applicable, is payable in two equal installments the following year. The Company's annual premium for 2019 and 2018 was \$317,702 and \$310,928, respectively.

### Note 17: Subsequent Event

The Company has considered the effect, if any, that events occurring after the consolidated balance sheet date and up to December 12, 2019 have on the consolidated financial statements as presented. This date coincides with the date the consolidated financial statements were available to be issued.

## Ten Year Financial Highlights

### OPERATING STATEMENT

	2019	2018	2017	2016
Sales	\$294,949,613	\$336,148,030	\$258,800,000	\$255,862,563
Cost of Goods Sold	259,740,259	298,248,764	228,424,150	226,668,114
Gross Margin	35,209,354	37,899,266	30,375,850	29,194,449
Percent of Sales	11.93%	11.27%	11.74%	11.41%
Operating Revenue	17,370,635	19,299,351	15,524,589	12,952,545
Total Gross Revenue	52,579,989	57,198,617	45,900,439	42,146,994
Operating Expenses	52,314,248	53,791,992	42,876,555	38,390,643
Operating Savings (Local Net)	265,741	3,406,625	3,023,884	3,756,351
Percent of Sales	.09%	1.01%	1.17%	1.47%
Patronage Dividend Income	2,468,790	709,703	1,586,982	2,126,466
Gain (Loss) on Sale of Marketable Securities	0	0	(47)	(24,511)
Savings Before Income Taxes	2,734,531	4,116,328	4,610,819	5,858,306
Income Taxes	89,200	439,782	308,012	444,509
Net Savings	\$2,645,331	\$3,676,546	\$4,302,807	\$5,413,797

### DISTRIBUTION OF NET SAVINGS

Patronage Dividends				
Cash – 40%	0	\$454,281	\$384,895	\$556,940
Deferred – 60%	0	681,421	577,342	835,411
Total Dividends	0	1,135,702	962,237	1,392,351
Retained Savings	2,645,331	2,540,844	3,340,570	4,021,446
Total	\$2,645,331	\$3,676,546	\$4,302,807	\$5,413,797

## Ten Year Financial Highlights

### OPERATING STATEMENT

	2015	2014	2013	2012	2011	2010
Sales	\$233,692,387	\$270,197,343	\$373,321,493	\$345,478,281	\$305,851,530	\$199,227,649
Cost of Goods Sold	205,804,496	242,639,579	343,897,981	318,287,412	280,653,476	179,721,850
Gross Margin	27,887,891	27,557,764	29,423,512	27,190,869	25,198,054	19,505,799
Percent of Sales	11.93%	10.20%	7.88%	7.87%	8.24%	9.79%
Operating Revenue	12,702,659	12,686,486	11,579,276	10,687,931	10,861,271	11,850,328
Total Gross Revenue	40,590,550	40,244,250	41,002,788	37,878,800	36,059,325	31,356,127
Operating Expenses	35,156,183	33,307,503	32,998,412	31,937,530	31,339,433	26,738,950
Operating Savings (Local Net)	5,434,367	6,936,747	8,004,376	5,941,270	4,719,892	4,617,177
Percent of Sales	2.33%	2.57%	2.14%	1.72%	1.54%	2.32%
Patronage Dividend Income	2,100,129	2,134,632	3,417,379	3,638,112	2,015,070	1,321,097
Gain (Loss) on Sale of Marketable Securities	0	0	0	0	69,774	920
Savings Before Income Taxes	7,534,496	9,071,379	11,421,755	9,579,382	6,804,736	5,939,194
Income Taxes	499,727	(46,771)	732,904	841,277	374,565	214,506
Net Savings	\$7,034,769	\$9,118,150	\$10,688,851	\$8,738,105	\$6,430,171	\$5,724,688

### DISTRIBUTION OF NET SAVINGS

Patronage Dividends						
Cash – 40%	\$1,124,461	\$1,785,138	\$2,128,727	\$1,636,484	\$1,491,850	\$1,471,222
Deferred – 60%	1,686,691	2,677,707	3,193,091	2,454,727	2,237,776	2,206,834
Total Dividends	2,811,152	4,462,845	5,321,818	4,091,211	3,729,626	3,678,056
Retained Savings	4,223,617	4,655,305	5,367,033	4,646,894	2,700,545	2,046,632
Total	\$7,034,769	\$9,118,150	\$10,688,851	\$8,738,105	\$6,430,171	\$5,724,688

## Ten Year Financial Highlights

### BALANCE SHEET

	2019	2018	2017	2016
<b>ASSETS</b>				
Current Assets	\$74,213,801	\$69,577,981	\$74,051,850	\$56,569,755
Property, Plant & Equipment	80,301,881	78,763,021	80,936,120	59,367,787
Other Assets	0	2,961	17,036	0
Investments/ Equity in other Organizations	24,953,159	23,959,176	23,872,173	14,425,588
<b>TOTAL ASSETS</b>	<b>need official amt</b>	\$172,303,139	\$178,877,179	\$130,363,130

Current Liabilities	52,831,023	61,191,829	67,356,039	45,681,941
Long Term Debt	25,995,808	10,557,094	11,907,948	11,053,637
Deferred Income Tax	1,067,195	1,061,429	802,123	369,835
Total Members' Equity	99,574,815	99,492,787	98,811,069	73,257,717
<b>TOTAL LIABILITIES &amp; MEMBERS' EQUITY</b>	<b>\$179,468,841</b>	\$172,303,139	\$178,877,179	\$130,363,130
Working Capital	\$21,382,778	\$8,386,152	\$6,695,811	\$10,887,814

### FIXED ASSETS

	2019	2018	2017	2016
Fixed Asset Expenditures	\$12,783,747	\$9,007,964	\$11,948,414	\$5,106,552

### EQUITY REVOLVEMENT

	2019	2018	2017	2016
Equity Revolvment	\$2,605,533	\$2,566,194	\$2,561,150	\$2,675,798

## Ten Year Financial Highlights

### BALANCE SHEET

	2015	2014	2013	2012	2011	2010
<b>ASSETS</b>						
Current Assets	\$64,944,402	\$78,775,412	\$73,774,906	\$113,171,766	\$124,848,816	\$58,744,434
Property, Plant & Equipment	61,704,249	63,486,970	42,073,891	36,110,553	39,992,648	32,098,028
Other Assets	0	0	0	0	0	0
Investments/ Equity in other Organizations	13,938,756	13,604,276	14,133,644	15,140,285	16,341,846	15,695,027
<b>TOTAL ASSETS</b>	<b>\$140,587,407</b>	\$155,866,658	\$129,982,441	\$164,422,604	\$181,183,310	\$106,537,489

Current Liabilities	50,990,290	53,774,986	57,432,967	91,879,377	109,974,162	50,541,601
Long Term Debt	18,212,231	34,021,342	9,388,085	15,490,000	18,432,623	5,557,692
Deferred Income Tax	255,883	182,359	169,172	182,228	226,871	279,888
Total Members' Equity	71,129,003	67,887,971	62,992,217	56,870,999	52,549,654	50,158,308
<b>TOTAL LIABILITIES &amp; MEMBERS' EQUITY</b>	<b>\$140,587,407</b>	\$155,866,658	\$129,982,441	\$164,422,604	\$181,183,310	\$106,537,489
Working Capital	\$13,954,112	\$25,000,426	\$16,341,939	\$21,292,389	\$14,874,654	\$8,202,833

### FIXED ASSETS

	2015	2014	2013	2012	2011	2010
Fixed Asset Expenditures	\$4,734,239	\$26,790,356	\$11,615,116	\$1,666,954	\$13,214,947	\$12,045,134

### EQUITY REVOLVEMENT

	2015	2014	2013	2012	2011	2010
Equity Revolvment	\$2,635,256	\$2,466,620	\$2,448,549	\$2,835,084	\$2,473,873	\$2,665,067









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