



2023  
**Annual Report**



OTLEY • PELLA • MONROE • TRACY

# 2023 Annual Report

TWO RIVERS COOPERATIVE - PELLA, IOWA

## OFFICERS & DIRECTORS

NAME, POSITION	TERM EXPIRES
Scott Marshall, <i>PRESIDENT</i>	2023
Brad Rietveld, <i>VICE-PRESIDENT</i>	2025
Matt Overbergen, <i>SECRETARY</i>	2023
Scott De Prenger, <i>TREASURER</i>	2024
Steve Nunnikhoven, <i>DIRECTOR</i>	2023
Greg Van Walbeek, <i>DIRECTOR</i>	2024
Dennis Uitermarkt, <i>DIRECTOR</i>	2024
Rob Vos, <i>DIRECTOR</i>	2025
Joel Gritters, <i>DIRECTOR</i>	2025
Shane VanWyk, <i>ASSOCIATE DIRECTOR</i>	2023
Floyd Uitermarkt, <i>ASSOCIATE DIRECTOR</i>	2024

## SUPERVISORY PERSONNEL

Tracy Gathman, *GENERAL MANAGER*

## ORGANIZATIONAL DATA

Incorporated	JANUARY 1920
Annual Meeting Date	WITHIN 150 DAYS OF CLOSE OF YEAR
Under Chapter 499 of the Code of	IOWA

## Independent Auditor's Report

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To the Board of Directors  
Two Rivers Cooperative  
Pella, Iowa

### Opinion

We have audited the financial statements of Two Rivers Cooperative, Pella, Iowa, which comprise the balance sheets as of August 31, 2023 and 2022, and the related statements of savings, comprehensive income, members' equity and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Two Rivers Cooperative as of August 31, 2023 and 2022, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Two Rivers Cooperative and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Two Rivers Cooperative's ability to continue as a going concern for one year after the date that the financial statements are issued.

## Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Two Rivers Cooperative's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Two Rivers Cooperative's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control – related matters that we identified during the audit.



Des Moines, Iowa  
November 1, 2023

# Balance Sheets - August 31, 2023 & 2022

## ASSETS

<b>CURRENT ASSETS</b>	<b>2023</b>	<b>2022</b>
Cash	\$ 7,568,478	\$ 4,972,363
Receivables		
Notes and Contracts	37,263	31,847
Trade – Net of Allowance for Doubtful Accounts of \$36,177 (2023) and \$29,798 (2022)	1,954,413	2,396,993
Grain in Transit	32,286	235,659
Other	29,536	36,862
Margin Account	378,257	1,564,470
Inventories		
Grain	1,254,971	765,877
Merchandise	4,881,947	6,003,574
Petroleum	803,405	915,196
Prepaid Expenses and Purchases	2,427,368	1,667,068
<b>Total Current Assets</b>	<b>19,367,924</b>	<b>18,589,909</b>
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Land	450,622	450,622
Buildings and Equipment	33,070,451	30,644,577
	33,521,073	31,095,199
Accumulated Depreciation	(19,120,211)	(19,015,753)
Undepreciated Cost	14,400,862	12,079,446
Construction in Process	24,741	1,026,729
<b>Net Property, Plant and Equipment</b>	<b>14,425,603</b>	<b>13,106,175</b>
<b>OTHER ASSETS</b>		
Notes and Contracts	49,132	32,703
Right-of-Use-Assets – Operating	91,303	115,292
Right-of-Use-Assets – Finance	1,204,935	1,414,394
Prepaid Pension	57,252	79,121
<b>Total Other Assets</b>	<b>1,402,622</b>	<b>1,641,510</b>
<b>EQUITY IN OTHER ORGANIZATIONS</b>	<b>4,407,175</b>	<b>4,722,289</b>
<b>TOTAL ASSETS</b>	<b>\$ 39,603,324</b>	<b>\$38,059,883</b>

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

# Balance Sheets - August 31, 2023 & 2022

## LIABILITIES & MEMBERS' EQUITY

<b>CURRENT LIABILITIES</b>	<b>2023</b>	<b>2022</b>
Checks Written in Excess of Bank Balance	\$ 255,849	\$ 0
Current Maturities of Long-Term Debt	550,000	550,000
Current Lease Liability – Operating	24,635	23,989
Current Lease Liability – Finance	151,825	143,508
Payables		
Trade	3,588,369	2,426,121
Customer Credit Balances and Prepaid Sales	4,307,758	4,645,472
Unpaid Grain	5,276,482	5,494,023
Other	33,442	20,652
Accrued Expenses		
Property Taxes	274,519	262,272
Interest	7,436	24,361
Other	477,390	363,200
Equity Revolvement	156,187	108,538
<b>Total Current Liabilities</b>	<b>15,103,892</b>	<b>14,062,136</b>
<b>LONG TERM LIABILITIES</b>		
Notes Payable – Net of Current Maturities	4,125,000	4,675,000
Lease Liability – Operating	51,277	75,912
Lease Liability – Finance	1,136,755	1,288,606
Deferred Income Taxes	866,357	782,883
<b>Total Long-Term Liabilities</b>	<b>6,179,389</b>	<b>6,822,401</b>
<b>MEMBERS' EQUITY</b>		
Class A Common	65,850	65,400
Class B Common	13,750	15,000
Preferred Stock Local	418,434	613,108
Preferred Stock Regional	1,582,276	1,678,079
Preferred Stock Non-Qualified – Local	2,778,080	2,490,639
Preferred Stock Non-Qualified – Regional	1,703,496	1,731,078
Accumulated Other Comprehensive Income	57,252	79,121
Allocated Patronage Dividends	900,000	570,000
Retained Savings	10,800,905	9,932,921
<b>Total Members' Equity</b>	<b>18,320,043</b>	<b>17,175,346</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>\$39,603,324</b>	<b>\$38,059,883</b>

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

# Statements of Savings - August 31, 2023 & 2022

	<b>2023</b>	<b>2022</b>
Sales	<b>\$109,068,854</b>	\$119,777,873
Cost of Goods Sold	<b>101,099,789</b>	112,747,353
Gross Savings on Sales	<b>7,969,065</b>	7,030,520
Other Operating Revenue	<b>3,032,145</b>	3,144,143
Total Gross Revenue	<b>11,001,210</b>	10,174,663
Operating Expenses, Including Interest	<b>10,071,505</b>	9,351,857
Operating Savings	<b>929,705</b>	822,806
Patronage Dividend Income	<b>849,063</b>	197,758
Savings Before Income Taxes	<b>1,778,768</b>	1,020,564
Income Tax Expense	<b>113,775</b>	274,431
Net Savings	<b>\$ 1,664,993</b>	\$ 746,133

## **DISTRIBUTION OF NET SAVINGS**

Patronage Dividends		
Non-Qualified	<b>\$ 900,000</b>	\$ 570,000
Retained Savings	<b>764,993</b>	176,133
	<b>\$ 1,664,993</b>	\$ 746,133

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

# Statement of Comprehensive Income - August 31, 2023 & 2022

	<b>2023</b>	<b>2022</b>
Net Savings	<b>\$1,664,993</b>	\$ 746,133
Other Comprehensive Loss		
Frozen Pension Plan Adjustment	<b>(21,869)</b>	(110,249)
Total Comprehensive Income	<b>\$1,643,124</b>	\$ 635,884

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





# Statement of Members' Equity - August 31, 2023 & 2022



	TOTAL	CAPITAL STOCK	
		CLASS A COMMON	CLASS B COMMON
Balance – August 31, 2021	\$16,722,584	\$70,800	\$23,050
Stock Issued	2,250	2,100	150
Estate and Retirement Program Paid	(105,568)	(6,000)	(8,050)
Transfers	0	(1,500)	(150)
Regional Preferred Redeemed Less Than Par	28,734	0	0
Overaccrual of Prior Year Patronage	0	0	0
Comprehensive Income	635,884	0	0
Preferred Stock Revolvement	(108,538)	0	0
Patronage Dividends Allocation			
Deferred – Non-Qualified	0	0	0
Balance – August 31, 2022	17,175,346	65,400	15,000
Stock Issued	1,300	1,200	100
Estate and Retirement Program Paid	(462,158)	(750)	(1,100)
Transfers	0	0	(250)
Regional Preferred Redeemed Less Than Par	118,618	0	0
Overaccrual of Prior Year Patronage	0	0	0
Comprehensive Income	1,643,124	0	0
Preferred Stock Revolvement	(156,187)	0	0
Patronage Dividends Allocation			
Deferred – Non-Qualified	0	0	0
Balance – August 31, 2023	\$18,320,043	\$65,850	\$13,750

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

# Statement of Members' Equity - August 31, 2023 & 2022



## CAPITAL STOCK

QUALIFIED		NON-QUALIFIED		ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)	ALLOCATED PATRONAGE DIVIDENDS	RETAINED SAVINGS
LOCAL PREFERRED	REGIONAL PREFERRED	LOCAL PREFERRED	REGIONAL PREFERRED			
\$ 32,386	\$1,720,149	\$2,098,811	\$1,752,894	\$ 189,370	\$415,000	\$9,720,124
0	0	0	0	0	0	0
(10,761)	(36,203)	(22,738)	(21,816)	0	0	0
21	(5,867)	0	0	0	0	7,496
0	0	0	0	0	0	28,734
0	0	414,566	0	0	(415,000)	434
0	0	0	0	(110,249)	0	746,133
(108,538)	0	0	0	0	0	0
0	0	0	0	0	570,000	(570,000)
613,108	1,678,079	2,490,639	1,731,078	79,121	570,000	9,932,921
0	0	0	0	0	0	0
(38,435)	(93,542)	(183,178)	(145,153)	0	0	0
(52)	(2,261)	(130)	(116)	0	0	2,809
0	0	0	0	0	0	118,618
0	0	470,749	117,687	0	(570,000)	(18,436)
0	0	0	0	(21,869)	0	1,664,993
(156,187)	0	0	0	0	0	0
0	0	0	0	0	900,000	(900,000)
<b>\$ 418,434</b>	<b>\$1,582,276</b>	<b>\$2,778,080</b>	<b>\$1,703,496</b>	<b>\$ 57,252</b>	<b>\$ 900,000</b>	<b>\$10,800,905</b>

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

# Statement of Cash Flows - August 31, 2023 & 2022

## CASH FLOWS FROM OPERATING ACTIVITIES

	<b>2023</b>	<b>2022</b>
Net Savings	\$ 1,664,993	\$ 746,133
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities		
Patronage Dividends Income Received as Equity	(367,322)	(51,215)
Depreciation and Amortization	1,687,663	1,498,837
Right-of-Use Lease Adjustment	(150)	229
Gain on Sale of Property, Plant and Equipment	(33,013)	(33,755)
Bad Debt Income	(8,312)	(9,553)
Deferred Income Tax Expense	83,474	274,431
Changes to Assets and Liabilities		
(Increase) Decrease in Receivables	656,175	(805,694)
Decrease in Margin Account	1,186,213	219,169
(Increase) Decrease in Inventories	744,324	(1,203,240)
(Increase) Decrease in Prepaid Expenses	(760,300)	209,578
Increase in Payables	619,785	3,349,084
Increase (Decrease) in Accrued Expenses	157,161	(38,332)
<b>Net Cash Provided by Operating Activities</b>	<b>5,630,691</b>	<b>4,155,672</b>

## CASH FLOWS FROM INVESTING ACTIVITIES

Additions to Property, Plant and Equipment	(4,015,567)	(1,312,103)
Change in Construction in Process	1,001,988	(1,026,729)
Proceeds from Sale of Property, Plant and Equipment	39,500	36,500
Change in Right-of-Use Assets	65,925	0
(Increase) Decrease in Other Long-Term Assets	(16,429)	11,543
Equity in Other Organizations Redeemed	682,435	355,459
<b>Net Cash Used in Investing Activities</b>	<b>(2,242,148)</b>	<b>(1,935,330)</b>

## CASH FLOWS FROM FINANCING ACTIVITIES

Change in Bank Overdraft	255,849	0
Borrowings (Payments) of Long-Term Debt	(550,000)	712,500
Stock Issued	1,450	4,350
Stock Redeemed	(499,727)	(185,372)
<b>Net Cash Provided by (Used in) Financing Activities</b>	<b>(792,428)</b>	<b>(531,478)</b>
 Net Increase in Cash	 2,596,115	 2,751,820
Cash - Beginning of Year	4,972,363	2,220,543
<b>Cash - End of Year</b>	<b>\$ 7,568,478</b>	<b>\$4,972,363</b>

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

# Statement of Cash Flows - August 31, 2023 & 2022

<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>	<b>2023</b>	<b>2022</b>
Cash Paid During the Year for:		
Interest	\$ 561,290	\$ 557,688
 <b>SUPPLEMENTAL SCHEDULE OF NON-CASH INVESTING ACTIVITIES</b>		
Obtain Right-of-Use Assets	\$ 0	\$ 1,466,788
 <b>SUPPLEMENTAL SCHEDULE OF NON-CASH FINANCING ACTIVITIES</b>		
Allocated Patronage Dividends - Non-Qualified	\$ 900,000	\$ 570,000
Lease Liabilities from Obtaining Right-of-Use Assets	\$ 0	\$ 1,466,788

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



# Notes to Financial Statements

## Note 1: Organization & Nature of Business

The Company was incorporated in 1920 under Iowa Law and is operating as a cooperative for the mutual benefit of its members. Voting common stock ownership 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.

The Company operates a licensed public grain warehouse; provides grain marketing and related services, sells feed, petroleum and agronomy in and around Marion, Jasper and Mahaska counties in Iowa.

The Company's gross revenues were derived from:

	<b>2023</b>	<b>2022</b>
Agronomy Sales and Related Services	38%	37%
Grain Sales and Related Services	21%	23%
Petroleum Sales and Related Services	29%	28%
Feed Sales and Related Services	10%	10%
Other Merchandise Sales and Services	2%	2%

## Note 2: Summary of Significant Accounting Policies

The significant accounting practices and policies are summarized below.

### COMPREHENSIVE INCOME REPORTING

The Company accounts for comprehensive income in accordance with the Comprehensive Income Topic of the *Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC)*, which requires comprehensive income and its components to be reported when a company has items of other comprehensive income. Comprehensive income includes net income plus other comprehensive income (i.e., certain revenues, expenses, gains and losses reported as separate components of stockholders' equity rather than in net income).

### CASH

For purposes of the Statements of Cash Flows, the Company considers all highly liquid debt instruments purchased with maturity date of three months or less to be cash.

### RECEIVABLES, NET

Receivables are shown on the 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 collectability 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 and prepaid sales 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 and fuels 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.

### INVENTORIES

Commodity inventories such as grain and fuels are valued at market (realizable value adjusted for freight, test weights, discounts and other differentials), including a provision for gains or losses on future sales and purchase commitments.

Merchandise inventories are valued at lower cost (first-in, first-out method) 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.

### PROPERTY, PLANT & EQUIPMENT

Land, buildings and equipment are stated at cost. Depreciation methods are discussed in Note 5.

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. When assets are sold or otherwise disposed of, the related cost and accumulated depreciation are removed from the accounts and gains or losses on the dispositions are recognized in earnings.

### EQUITY IN OTHER ORGANIZATIONS

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

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

notification is received, or when there has been permanent impairment of the carrying value of the investment. Redemption of these equities is at the discretion of the various organizations.

### MEMBERS' EQUITY

Common stock may be issued only to members who are agricultural producers or other users. Equities are issued and/or redeemed at par value. All equity transactions require Board of Director approval.

### PATRONAGE DIVIDEND INCOME

Patronage refunds from other cooperatives are recognized as income in the year the Company receives notification from the distributing cooperative.

### 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 unallocated retained savings.

### USE OF ESTIMATES

The preparation of 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 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 agricultural inputs such as livestock feeds, crop nutrients, fuels 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.

The Company markets grain and fuels to various other companies in accordance with normal industry terms using forward commodity sales contracts. A large portion of the Company's revenues are attributable to these contracts, which are considered to be physically settled derivative sales contracts under Accounting Standards Codification (ASC) Topic 815, Derivatives and Hedging (ASC Topic 815).

Revenues arising from derivative contracts accounted for under ASC Topic 815 are specifically outside the scope of ASC Topic 606 and therefore not subject to the provisions of the new revenue recognition guidance.

### *Contract Assets and Contract Liabilities*

Contract assets relate to unbilled amounts arising from goods that have already been transferred to the customer where the right to payment is not conditional on the passage of time. This results in the recognition of an asset, as the amount of revenue recognized at a certain point in time exceeds the amount billed to the customer. Contract assets are recorded within Notes and Contracts on our Balance Sheets and were \$86,395, \$64,550, and \$71,429 of August 31, 2023, 2022 and 2021, respectively.

Contract liabilities relate to advance payments from customers for goods and services that the Company has yet to provide. Contract liabilities of \$4,307,758, \$4,645,472, and \$3,031,144 as of August 31, 2023, 2022, and 2021, respectively, are recorded within Customer Credit Balances and Prepaid Sales on our Balance Sheets. The Company expects to complete its performance obligations related to these prepayments via point in time sales transactions over the course of the next fiscal year.

### *Disaggregation of Revenues*

The following table presents revenues recognized under ASC Topic 606 as well as the amount of revenues recognized under ASC 815 and other applicable accounting guidance for the years ended August 31, 2023 and 2022.

	<b>2023</b>	<b>2022</b>
Topic 815 - Derivative and Hedging	\$ 85,782,546	\$ 99,845,919
Topic 606 - Contracts with Customers	26,233,765	23,011,069
Other	933,751	262,786
	<u>\$ 112,950,062</u>	<u>\$123,119,774</u>

Less than 1% of revenues accounted for under ASC Topic 606 included within the tables above are recorded over time and relate primarily to service contracts.

## **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.

## **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 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 statements of savings and are included as a current liability in the balance sheets.

## **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 and compensated absences.

## **LEASES**

Leases are accounted for according to FASB Accounting Standards Update (ASU) 2016-02, Leases (Topic 842). For any new or modified lease, the Company at the inception of the contract determines whether a contract is or contains a lease. The Company records right-of-use (ROU) assets and lease obligations for its finance and operating leases, which are initially recognized based on the discounted future lease payments over the term of the lease. If the rate implicit in the Company's leases is not readily determinable, the Company's incremental borrowing rate or risk-free rate published by the U.S. Treasury as of the date of lease inception is used in calculating the present value of the lease payments. The lease liability for finance and operating leases will be reduced as lease payments are made throughout the life of the lease. The ROU asset for operating leases will be reduced as lease expense is recognized on a straight-line basis throughout the life of the lease. The total lease expense will be equal to the total lease component payments made for the lease. The initial ROU asset value for financing leases will be amortized over the life of the lease asset on a straight-line basis. Interest expense will also

be recognized based on the lease liability and the rate used. The sum of the ROU amortization and the interest expense will equal the total lease component payments made for the lease.

Lease term is defined as the non-cancelable period of the lease plus any options to extend or terminate the lease when it is reasonably certain that the Company will exercise the option. The Company has elected not to recognize ROU asset and lease obligations for its short-term leases, which are defined as leases with an initial term of 12 months or less. Variable lease payments will be recognized as lease expense in the period in which they are incurred. For a majority of all classes of underlying assets, the Company has elected to not separate lease from non-lease components. For leases in which the lease and non-lease components have been combined, the variable lease expense includes expenses such as common area maintenance, utilities and repairs.

## **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, 2023 and 2022 are \$204,119 and \$216,142, respectively.

## **DERIVATIVE FINANCIAL INSTRUMENTS**

The Company has only limited involvement with derivative financial 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 and fuels. These contracts permit final settlement by delivery of the specified commodity. These contracts are not designated as hedges as defined by the Derivatives and Hedging Topic of the FASB ASC. Unrealized gains or losses are recognized in the valuation of the respective commodity's ending inventory.

## **FAIR VALUE OF FINANCIAL INSTRUMENTS**

The Fair Value Measurements and Disclosures Topic of the FASB 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.

## Note 3: Concentrations of Risk

### CREDIT RISK – FINANCIAL INSTITUTIONS

The Company had deposits with financial institutions in excess of insured limits in the amount of \$7,556,593 and \$4,282,312 at August 31, 2023 and 2022, respectively.

### CREDIT RISK – RECEIVABLES

The Company is a locally owned agri-business supplier with facilities in Marion, Jasper and Mahaska counties. In the normal course of business, the Cooperative grants credit to customers, substantially all of whom are agricultural producers and members of the Cooperative residing and/or operating in the above-mentioned counties under standard terms without collateral. As these receivables are concentrated in the agricultural industry, collection of the receivables may be dependent upon economic returns from farm crop and livestock production. Additionally, the Company grants credit to other customers purchasing processed agricultural products in trade areas beyond the above counties. The Company's credit risks are continually reviewed and management believes that adequate allowances have been made for doubtful accounts.

### CREDIT RISK – SUPPLIERS

The Company historically prepays for 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.

### OFF-BALANCE SHEET RISK – COMMODITY CONTRACTS

Realized and unrealized gains and losses from futures and forward hedge contracts and commitments are included in gross savings. There is the possibility that future changes in market prices may make these contracts 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 4: Related Party Transactions

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

The Company sells supplies to and purchases grain from the Board of Directors and certain employees. The aggregate of these transactions is not significant to the financial statements.

The Company had trade receivables due from directors and employees of \$41,616 and \$56,791 as of August 31, 2023 and 2022, respectively.

The Company had patron credit balances due to directors and employees of \$365,161 and \$331,213 as of August 31, 2023 and 2022, respectively.





## Note 5: Property, Plant & Equipment

The August 31, 2023 cost of depreciable assets by depreciation method is as follows:

	<i>LIFE IN YEARS</i>	<i>STRAIGHT-LINE</i>	<i>DECLINING BALANCE</i>	<i>TOTAL</i>
<b>Buildings</b>	7-50	\$13,210,907	\$ 0	\$13,210,907
<b>Equipment</b>	3-33	16,109,303	141,425	16,250,728
<b>Vehicles</b>	3-10	3,608,816	0	3,608,816
		<b>\$32,929,026</b>	<b>\$141,425</b>	<b>\$33,070,451</b>

The August 31, 2022 cost of depreciable assets by depreciation method is as follows:

	<i>LIFE IN YEARS</i>	<i>STRAIGHT-LINE</i>	<i>DECLINING BALANCE</i>	<i>TOTAL</i>
<b>Buildings</b>	7-50	\$11,512,762	\$ 0	\$11,512,762
<b>Equipment</b>	3-33	15,348,117	141,425	15,489,542
<b>Vehicles</b>	3-10	3,642,273	0	3,642,273
		<b>\$30,503,152</b>	<b>\$141,425</b>	<b>\$30,644,577</b>

Depreciation expense in the amount of \$1,478,205 and \$1,446,443 has been charged against operations for the years ended August 31, 2023 and 2022, respectively.

At August 31, 2023 the Company had construction in process as follows:

	<i>ESTIMATED COMPLETION DATE</i>	<i>COSTS TO DATE</i>	<i>ESTIMATED COMPLETED COSTS</i>
Otley Fertilizer Plant Re-siding	10-2023	\$ 14,241	\$ 71,206
Seed Tenders	10-2023	10,500	10,500
		<b>\$24,741</b>	<b>\$81,706</b>

At August 31, 2022 the Company had construction in process as follows:

	<i>ESTIMATED COMPLETION DATE</i>	<i>COSTS TO DATE</i>	<i>ESTIMATED COMPLETED COSTS</i>
Monroe Bin Addition	09-2022	\$ 567,555	\$ 262,445
2023 Freightliner Semi Tractor	11-2022	145,094	9,906
Pella Feedmill Refurbish	06-2023	6,354	493,646
Otley Cardtrol Refurbish	09-2022	15,962	19,038
Pella Cardtrol Renovation	12-2022	291,764	374,236
		<b>\$1,026,729</b>	<b>\$1,159,271</b>

## Note 6: Equity in Other Organizations

Equity in other cooperatives consist of purchased equities, which are valued at cost, and equities received as patronage dividend income, which are carried at face value. Losses are recognized on these investments when the Company receives formal notification of loss allocations from the investee, or when there has been permanent impairment of the carrying value of the investment. Redemption of

these equities is at the discretion of the various organizations, thereby making it impracticable to estimate future cash flows from these investments.

At August 31, 2023 and 2022 the Company had equity in other cooperatives as follows:

	<b>2023</b>	<b>2022</b>
<b>CHS, Inc.</b>	\$2,546,484	\$2,810,849
<b>Land O'Lakes, Inc.</b>	1,065,980	1,138,290
<b>CoBank, ACB</b>	434,300	400,376
<b>The Cooperative Finance Association, Inc.</b>	219,292	219,292
<b>Ag Processing, Inc.</b>	128,864	141,227
<b>Others</b>	12,255	12,255
	<b>\$4,407,175</b>	<b>\$4,722,289</b>

## Note 7: Unpaid Grain

Unpaid grain at August 31, 2023 and 2022 consisted of deferred payment, price later, extended price and priced not paid grain contracts. Deferred payment, priced not paid and extended price contracts represent grain on which title has passed to the Company with payment to be made at a later date. Price later contracts represent

grain on which title has passed to the Company with a price to be fixed at a later date. The Company includes these bushels as purchases and reflects the corresponding liability based on the bid price at August 31.

The contracts as of August 31, 2023 and 2022 are summarized as follows:

	<b>2023</b>		<b>2022</b>	
	<b>BUSHEL</b>	<b>AMOUNT</b>	<b>BUSHEL</b>	<b>AMOUNT</b>
<b>PRICE LATER CONTRACTS</b>				
Corn	64,204	\$ 315,511	87,279	\$ 647,785
Soybeans	12,043	159,020	13,926	187,718
		<u>474,531</u>		<u>835,503</u>
<b>DEFERRED PAYMENT CONTRACTS</b>				
Corn	451,539	2,901,156	384,594	2,883,898
Soybeans	89,585	1,295,928	84,063	1,284,742
		<u>4,197,084</u>		<u>4,168,640</u>
<b>PRICED NOT PAID CONTRACTS</b>				
Corn	78,859	458,988	51,185	379,326
Soybeans	9,192	134,791	6,827	110,554
		<u>593,779</u>		<u>489,880</u>
<b>EXTENDED PRICE CONTRACTS</b>				
Corn	11,000	58,740	0	0
Less: Advances		<u>47,652</u>		<u>0</u>
		<u>\$5,276,482</u>		<u>\$5,494,023</u>



## Note 8: Financing Arrangements

Information regarding financing at August 31, 2023 and 2022 is as follows:

<b>LENDER</b>	<b>INTEREST RATE</b>	<b>BALANCE</b>		<b>REPAYMENT BASIS</b>
		<b>2023</b>	<b>2022</b>	
<b>CoBank, ACB</b>				
RI0302T01-A	8.45%*	\$4,675,000	\$5,225,000	\$137,500 due quarterly thru 11-20-26; balance due 02-20-27
<b>Less: Current Maturities</b>		550,000	550,000	
<b>Long-Term Debt</b>		<u>\$4,125,000</u>	<u>\$4,675,000</u>	

Seasonal borrowings in effect at August 31, 2023 and 2022 are as follows:

<b>LENDER</b>	<b>INTEREST RATE</b>	<b>BALANCE</b>		<b>REPAYMENT BASIS</b>
		<b>2023</b>	<b>2022</b>	
<b>CoBank, ACB – S01</b>	8.15%*	\$0	\$0	Due 06-01-24

\*Denotes continuously variable interest rate.

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. They are further secured by \$434,300 of equity in CoBank, ACB.

The loan agreements with CoBank, ACB, contain restrictive and affirmative covenants which provide, among other things; (1) restrictions on incurring additional indebtedness, (2) making loans to any one person or entity outside the ordinary course of business, (3) limitations on the type and amount of guarantees, and (4) maintaining certain levels of working capital on a monthly and year-end basis.

### LOAN COMMITMENTS IN EFFECT

<b>OPERATING</b>	<b>2023</b>	<b>2022</b>
<b>Operating – CoBank, ACB</b>	\$16,000,000	\$16,000,000
<b>Term – CoBank, ACB</b>	4,675,000	5,225,000

Aggregate annual maturities of the long-term debt outstanding at August 31, 2023, are as follows:

### MATURITY DATE - YEAR ENDING AUGUST 31

2024	\$ 550,000
2025	550,000
2026	550,000
2027	<u>3,025,000</u>
	<u>\$4,675,000</u>

Interest expense charged to operations at August 31, 2023 and 2022 was \$544,365 and \$565,098, respectively.

## Note 9: Capital Stock

At August 31, 2023 and 2022, capital stock consisted of the following:

	PAR VALUE	SHARES AUTHORIZED	SHARES OUTSTANDING	
			2023	2022
Class A Common Stock	\$150	3,000	439	436
Class B Common Stock	50	2,000	275	300
Class A Preferred Stock	1	6,000,000	418,434	613,108
Class B Preferred Stock	1	6,000,000	793,437	844,688
Class C Preferred Stock	1	3,000,000	0	0
Class D Preferred Stock	1	3,000,000	788,839	833,391
Class E Preferred Stock	1	6,000,000	2,778,080	2,490,639
Class F Preferred Stock	1	6,000,000	1,703,496	1,731,078
Class G Preferred Stock	1	6,000,000	0	0
Class H Preferred Stock	1	6,000,000	0	0
Class I Preferred Stock	1	6,000,000	0	0
Class J Preferred Stock	1	6,000,000	0	0
Class K Preferred Stock	1	6,000,000	0	0
Class L Preferred Stock	1	6,000,000	0	0
Class M Preferred Stock	1	6,000,000	0	0
Class N Preferred Stock	1	6,000,000	0	0
Class O Preferred Stock	1	6,000,000	0	0

All stock will be issued at its par value. The Company may pay dividends not to exceed eight percent per year of par value on Classes G and H Preferred Stock, but will not pay dividends on any other class of its stock. Class A Common Stock is the only class of stock with voting rights. A person may only own one share of common stock.

## Note 10: Pension Plans

Substantially all of the Company's employees participate in the Coop Retirement Plan, which is a multiple employer defined benefit plan that is funded by contributions from employer and employees and provides for monthly income for life upon retirement or upon total and permanent disability. The amount of benefits is based upon length of service and compensation. The plan is administered by United Benefits Group.

The Company intends to continue to participate in the plan indefinitely; however, it may voluntarily discontinue the plan at any time. The Company's annual contributions are consistently charged to expenses as they are due. The plan, which has no funding deficiencies, uses the aggregate cost method of valuations. Under this

method, the normal cost is adjusted each year to reflect the experience under the plan, automatically spreading gains or losses over future years. The relative position of each employer associated with the plan, with respect, to the actuarial present value of accumulated benefits is not determinable.

The Company is one of approximately 300 employers that contributes to the Co-op Retirement Plan (the "Plan"), which is a defined benefit plan constituting a "multiple employer plan" under the Internal Revenue Code of 1986, as amended, and a "multiemployer plan" under the FASB Accounting Standards Master Glossary. The risks of participating in these multiemployer plans are different from single-employer plans in the following aspects:

**Note 10: Pension Plans (Continued)**

a. Assets contributed to the multiemployer plan by one employer may be used to provide benefits to employees of other participating employers;

b. If a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers; and

The Company’s participation in the Plan, including administration costs, for the years ended August 31, 2023 and 2022 is outlined in the table below:

<b>PLAN NAME</b>	<b>EIN</b>	<b>PLAN NUMBER</b>	<b>CONTRIBUTIONS</b>	
			<b>2023</b>	<b>2022</b>
<b>Co-op Retirement Plan</b>	01-0689331	001	\$163,465	\$152,579

The Company’s contributions for the years stated above constitute its total contributions made to all multiemployer plans and did not represent more than 5 percent of total contributions to the Plan as indicated in the Plan’s most recently available annual report (Form 5500). There have been no significant changes that affect the comparability of 2023 and 2022 contributions. Plan-level information is included in Form 5500 and therefore is available in the public domain.

The Company participates in a 401(k) thrift plan administered by Associated Benefits Corporation. The plan covers full-time employees over 21 years of age who have completed at least four months of continuous employment. Presently, only employee contributions are

c. The Company intends to participate in the plan indefinitely, however it may voluntarily elect to discontinue the plan at any time, and may be required to pay the plan an amount based on the underfunded status of the plan, referred to as a withdrawal liability that could be material to the financial statements.

being made to the plan. The Company paid administration fees for the years ended August 31, 2023 and 2022 in the amount of \$15,294 and \$13,552, respectively.

Prior to the merger, employees of Farmers Cooperative Exchange and its joint venture Cornerstone Feeds participated in separate defined benefit plans administered by Association Benefits Corporation. Each of these plans has been frozen and will remain frozen until each plan is terminated. The Company made no contributions to the plan for the years ended August 31, 2023 and 2022.

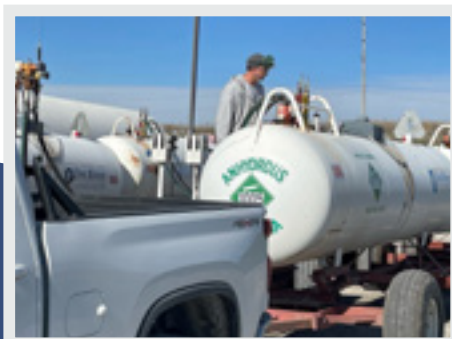
Termination surplus (deficit) for each of the plans for the years ended August 31, 2023 and 2022 were as follows:

**Farmers Cooperative Exchange  
Cornerstone Feeds**

	<b>2023</b>	<b>2022</b>
	\$55,645	\$76,699
	1,607	2,422
	<b>\$57,252</b>	<b>\$79,121</b>

The Company made no contributions to the plan for the years ended August 31, 2023 and 2022.

The effects of any curtailments of the plan were not reasonably estimable at August 31, 2023 and 2022, and accordingly, the Company has not reflected any gains or losses.



## Note 11: Income Taxes

Components of the provision for income tax expense (benefit) for the years ended August 31, 2023 and 2022 was as follows:

	<b>2023</b>	<b>2022</b>
Current Tax Expense Federal	\$30,301	\$0
Deferred Income Tax Expense	83,474	274,431
	<b>\$113,775</b>	<b>\$274,431</b>

Total income tax expense for the years ended August 31, 2023 and 2022, was less than the normal amount computed by applying the U.S. federal income tax rate to savings before income taxes primarily because of 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 non-current.

Amounts for deferred tax assets and liabilities at August 31, 2023 and 2022 are as follows:

### Deferred Tax Assets (Liabilities) – Non-Current

	<b>2023</b>	<b>2022</b>
Non-Qualified Allocation	\$ 1,478,920	\$ 1,393,167
Net Operating Loss	0	1,412
Accrued Compensated Absences	35,683	30,523
Allowance for Doubtful Accounts	11,938	263
263A Inventory Capitalization	11,452	12,680
Lease Obligations	450,282	0
	<b>1,988,275</b>	<b>1,438,045</b>
Deferred Tax Liabilities		
Depreciation	(2,426,873)	(2,220,928)
Right-of-Use Assets	(427,759)	0
	<b>(2,854,632)</b>	<b>(2,220,928)</b>
Total Non-Current Deferred Tax Liabilities	<b>\$ (866,357)</b>	<b>\$ (782,883)</b>

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

The Company has available unused federal tax credits totaling \$242,430. The tax credits have a twenty year carry forward and will begin to expire August 31, 2033.

## Note 12: Leases

The Company has financing and operating lease arrangements for agronomy equipment and a grain bin that vary in duration from 5 to 7 years and will expire on various dates through 2029. Lease payments are fixed but are subject to overages on equipment usage.

The components of lease expense were as follows:

	<b>2023</b>	<b>2022</b>
Operating Lease Cost	\$ 26,333	\$10,994
Finance Lease Cost:		
Amortization of Right-of-Use Assets	209,458	52,394
Interest on Lease Liabilities	72,485	19,330
<b>Total Finance Lease Cost</b>	<b>\$281,943</b>	<b>\$71,724</b>

**Note 12: Leases (Continued)**

Supplemental cash flow information related to leases was as follows:

	<b>2023</b>	<b>2022</b>
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	\$ 26,333	\$10,994
Operating cash flows from finance leases	72,485	19,330
Financing cash flows from finance leases	143,533	34,675

Supplemental balance sheet information related to leases as of August 31, 2023 and 2022 was as follows:

	<b>2023</b>	<b>2022</b>
Operating Leases:		
Right-of-Use Assets - Operating Leases	\$ 91,303	\$115,292
Lease Liability Current - Operating	24,635	23,989
Lease Liability - Operating	51,277	75,912
Total Operating Lease Liabilities	75,912	99,901
Finance Leases:		
Right-of-Use Assets - Finance	1,204,935	1,414,394
Lease Liability Current - Finance	151,825	143,508
Lease Liability - Finance	1,136,755	1,288,606
Total Finance Lease Liabilities	1,288,580	1,432,114
Weighted-Average Remaining Lease Term (In Years):		
Operating Leases	3.58	4.58
Finance Leases	5.75	6.75
Weighted-Average Discount Rate:		
Operating Leases	2.66%	2.66%
Finance Leases	5.45%	5.45%

Future maturities of lease liabilities as of August 31, 2023 are as follows:

For the Years Ending August 31,	Operating	Finance	Total
2024	\$ 26,385	\$ 216,018	\$ 242,403
2025	26,385	216,018	242,403
2026	26,385	216,018	242,403
2027	0	216,018	216,018
2028	0	216,018	216,018
Thereafter	0	455,371	455,371
Total Lease Payments	79,155	1,535,461	1,614,616
Less: Imputed Interest	(3,243)	(246,881)	(250,124)
Total	75,912	1,288,580	1,364,492
Less: Current Portion	(24,635)	(151,825)	(176,460)
Long-Term Portion of Lease Obligations	\$ 51,277	\$ 1,136,755	\$ 1,188,032

## Note 13: Fair Value Measurements

The Company determines the fair market value of its instruments as of August 31, 2023 and 2022 based on the three levels of fair value hierarchy which are:

- 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 following table sets forth assets and liabilities measured at fair value and the respective levels to which fair value measurements are classified within the fair value hierarchy:

	<b>FAIR VALUES AS OF AUGUST 31, 2023</b>			
	<b>LEVEL 1</b>	<b>LEVEL 2</b>	<b>LEVEL 3</b>	<b>TOTAL</b>
<b>Financial Assets</b>				
Forward Contracts – Grain	\$ 0	\$ 81,217	\$0	\$ 81,217
Futures Contracts – Grain	188,393	0	0	188,393
Futures Contracts – Fuels	0	87,552	0	87,552
Grain Inventories	0	1,173,754	0	1,173,754
Fuel Inventories	0	540,190	0	540,190
	<b>\$188,393</b>	<b>\$1,882,713</b>	<b>\$0</b>	<b>\$2,071,106</b>
<b>Financial Liabilities</b>				
Forward Contracts – Fuels	\$ 52,063	\$ 0	\$0	\$ 52,063
<b>FAIR VALUES AS OF AUGUST 31, 2022</b>				
	<b>LEVEL 1</b>	<b>LEVEL 2</b>	<b>LEVEL 3</b>	<b>TOTAL</b>
<b>Financial Assets</b>				
Forward Contracts – Grain	\$ 0	\$ 43,510	\$0	\$ 43,510
Futures Contracts – Grain	28,385	0	0	28,385
Futures Contracts – Fuels	579,099	0	0	579,099
Grain Inventories	0	722,367	0	722,367
Fuel Inventories	0	917,310	0	917,310
	<b>\$607,484</b>	<b>\$1,683,187</b>	<b>\$0</b>	<b>\$2,290,671</b>
<b>Financial Liabilities</b>				
Forward Contracts – Fuels	\$ 0	\$ 176,724	\$0	\$ 176,724



**Note 13: Fair Value Measurements (Continued)**

The carrying value of the Company's other financial instruments, consisting principally of cash, 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.

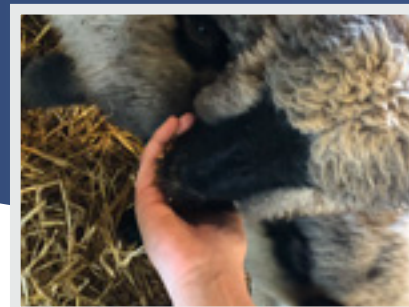
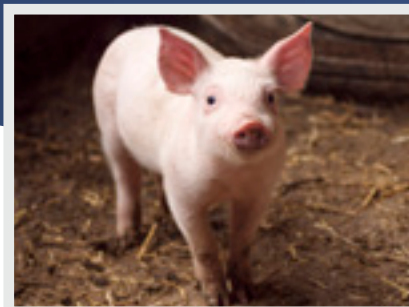
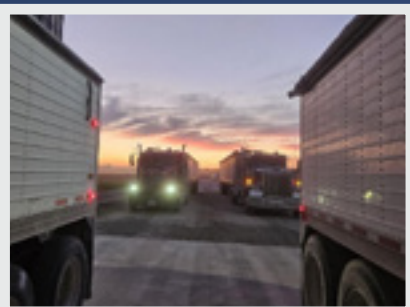
## Note 14: Derivative Financial Instruments & Hedging Activities

The Company's purpose for entering into derivative and its overall risk management strategies are discussed in Note 2. The fair value of commodity derivatives is presented in Note 13. Additional information regarding the fair value of derivative transactions is as follows:

<b>DERIVATIVE ASSETS:</b>	<b>BALANCE SHEET LOCATION</b>	<b>FAIR VALUE AS OF AUGUST 31</b>	
		<b>2023</b>	<b>2022</b>
Open Futures Contracts	Margin Account	\$136,330	\$607,484

In addition, gains and losses on commodity derivatives are located in gross savings on sales in the Statements of Savings. Net gains on commodity futures contracts amounted to \$1,212,536 and \$4,884,320 for the years ended August 31, 2023 and 2022, respectively.





## Note 15: Commitments & Contingencies

a. The Company is contingently liable for any weight or grade deficiencies that may occur at time of delivery on the following bushels of grain in storage under warehouse receipts or awaiting disposition at August 31, 2023:

<b>DAILY POSITION RECORD (DPR)</b>	<b>CORN</b>	<b>OATS</b>	<b>SOYBEANS</b>
<b>Open Storage</b>	115,402	74	57,672
<b>Company Owned – Unpaid</b>	605,602	0	110,820
<b>Company Owned – Paid</b>	(404,788)	1,422	(58,716)
<b>Total Company Owned</b>	200,814	1,422	52,104
<b>Total Stocks Per DPR</b>	<b>316,216</b>	<b>1,496</b>	<b>109,776</b>

b. 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. These costs cannot be determined at present. While resolution of any such costs in the future may have an effect on the Company's financial results for a particular period, management believes any such future costs will not have a material adverse effect on the financial position of the Company as a whole.

c. The Company has entered into an agreement with The Cooperative Finance Association, Inc., where The Cooperative Finance Association, Inc. will provide input financing to certain company patrons. The Company agrees to perform services regarding the origination, servicing, and collection of completed documents from patrons and related parties. The Company will guarantee 0%–100% of the total non-collectible producer loan amounts, as well as 0%–100% of any expenses incurred by The Cooperative Finance Association, Inc., in the collection or attempted collection of any patron loan. Total outstanding balances as of August 31, 2023, are as follows:

<b>Outstanding Principal Balance</b>	\$1,559,554
<b>Accrued Interest</b>	54,414
<b>Guarantee Amount</b>	355,334

## Note 16: Subsequent Events

The Company has considered the effect, if any, that events occurring after the balance sheet date and up to November 1, 2023 have on the financial statements as presented. This date coincides with the date the financial statements were available to be issued.

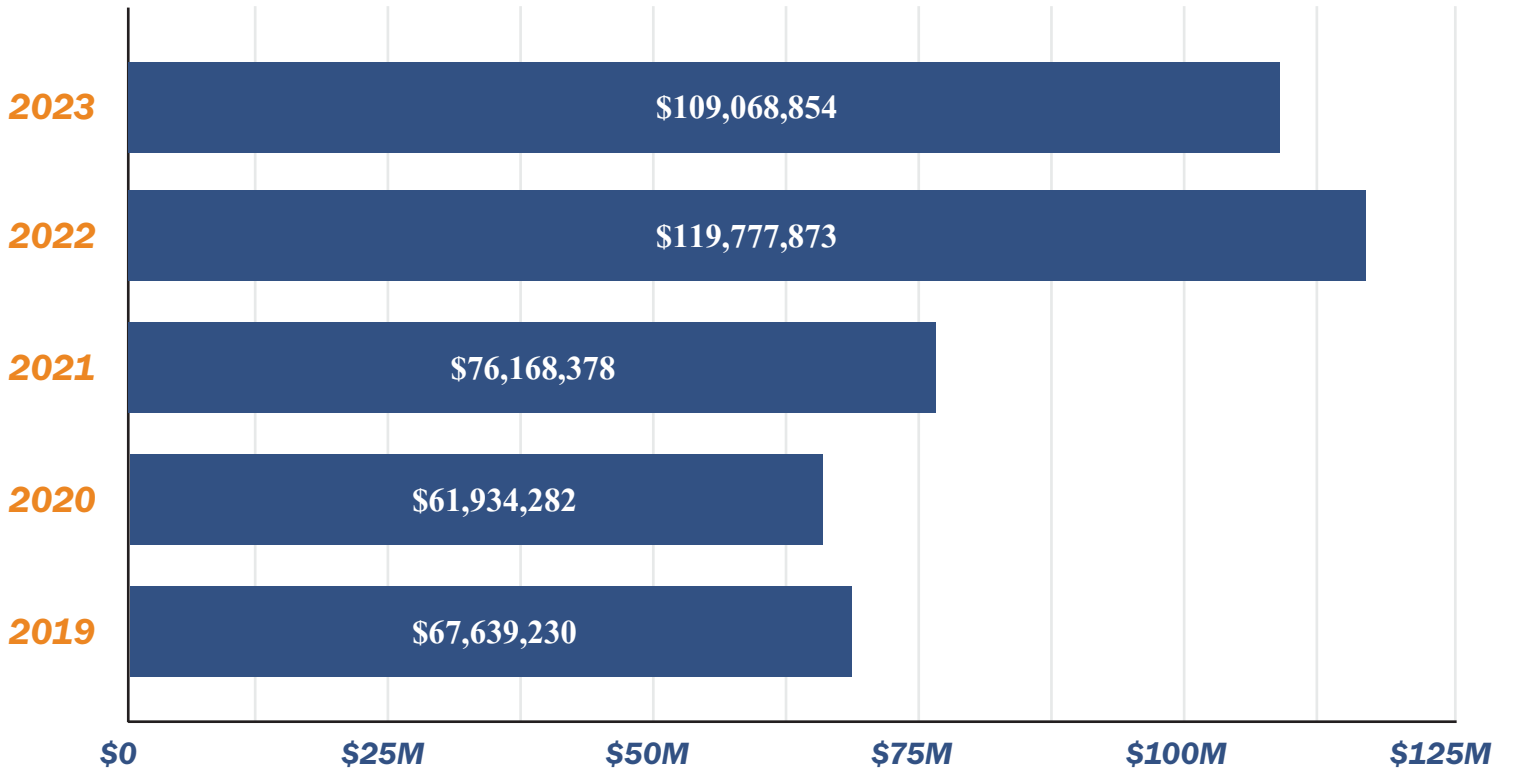


## Annual Meeting 2023 - Years in Review

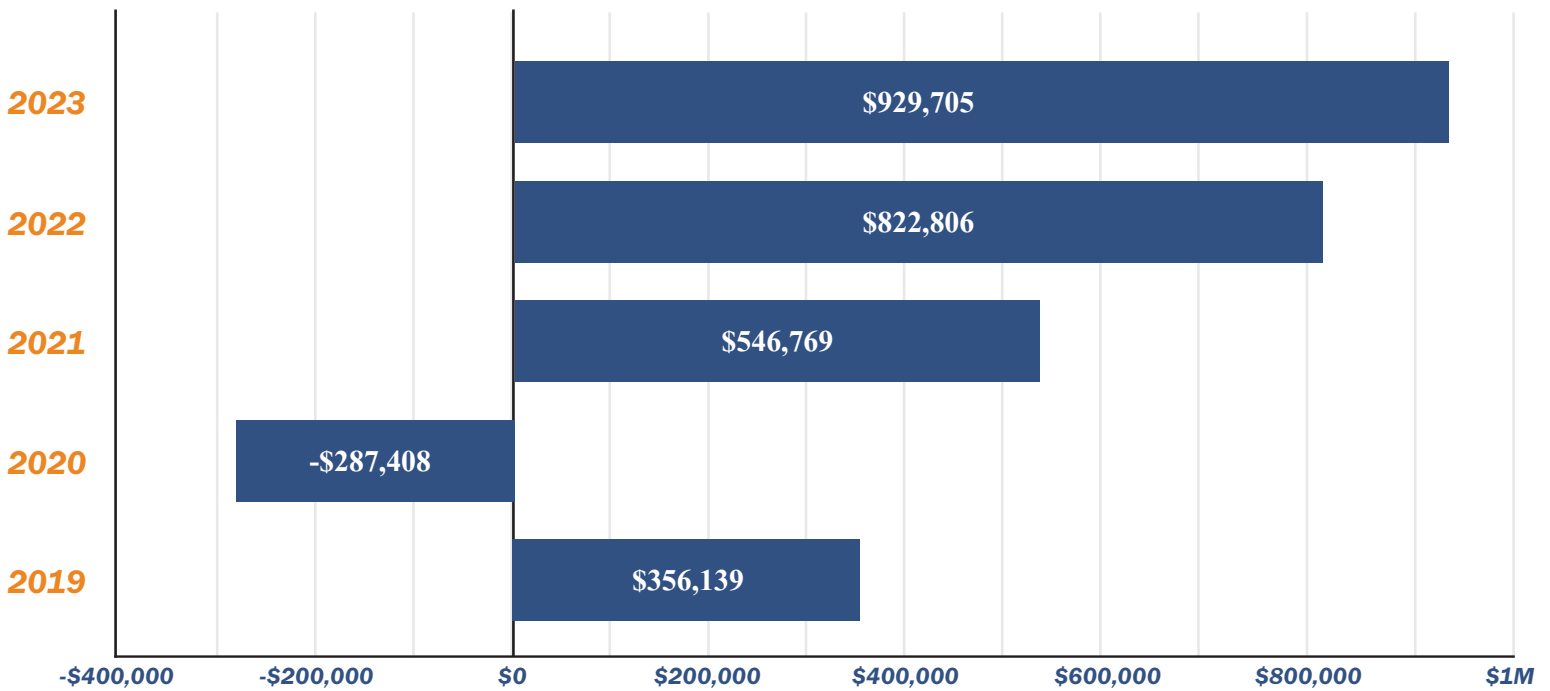
	2023	2022	2021	2020	2019
<b>Annual Sales</b>	\$109,068,854	\$119,777,873	\$76,168,378	\$61,934,282	\$67,639,230
<b>Local Savings</b>	\$929,705	\$822,806	\$546,769	-\$287,408	\$356,139
<b>Total Savings</b>	\$1,664,993	\$746,133	\$1,322,194	\$168,252	\$762,192
<b>Total Members' Equity</b>	\$18,320,043	\$17,175,346	\$16,722,584	\$15,493,205	\$15,339,123
<b>Cash Returned to Members</b>	\$499,727	\$185,372	\$205,545	\$28,958	\$170,143
<b>Fixed Asset Expenditures</b>	\$3,016,053	\$2,503,584	\$882,300	\$1,161,974	\$1,034,771



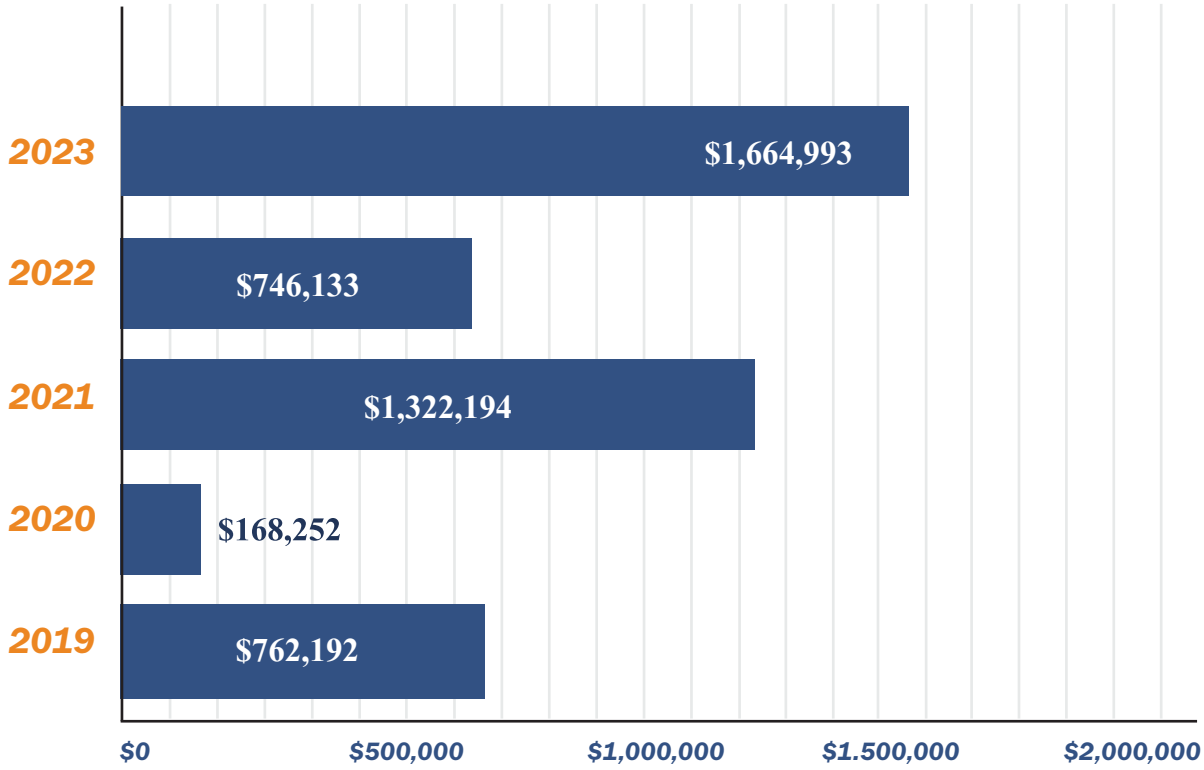
# ANNUAL SALES



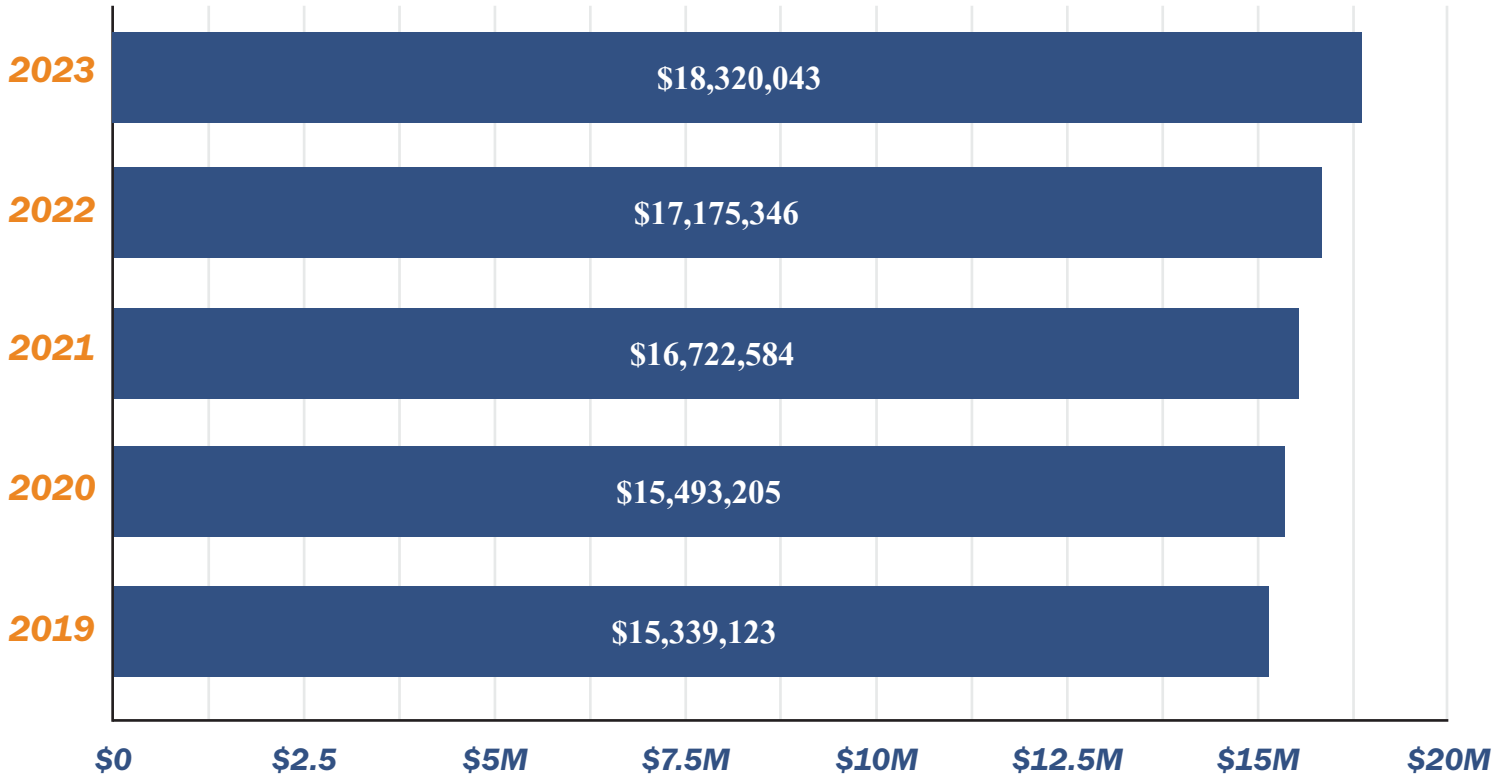
# LOCAL SAVINGS



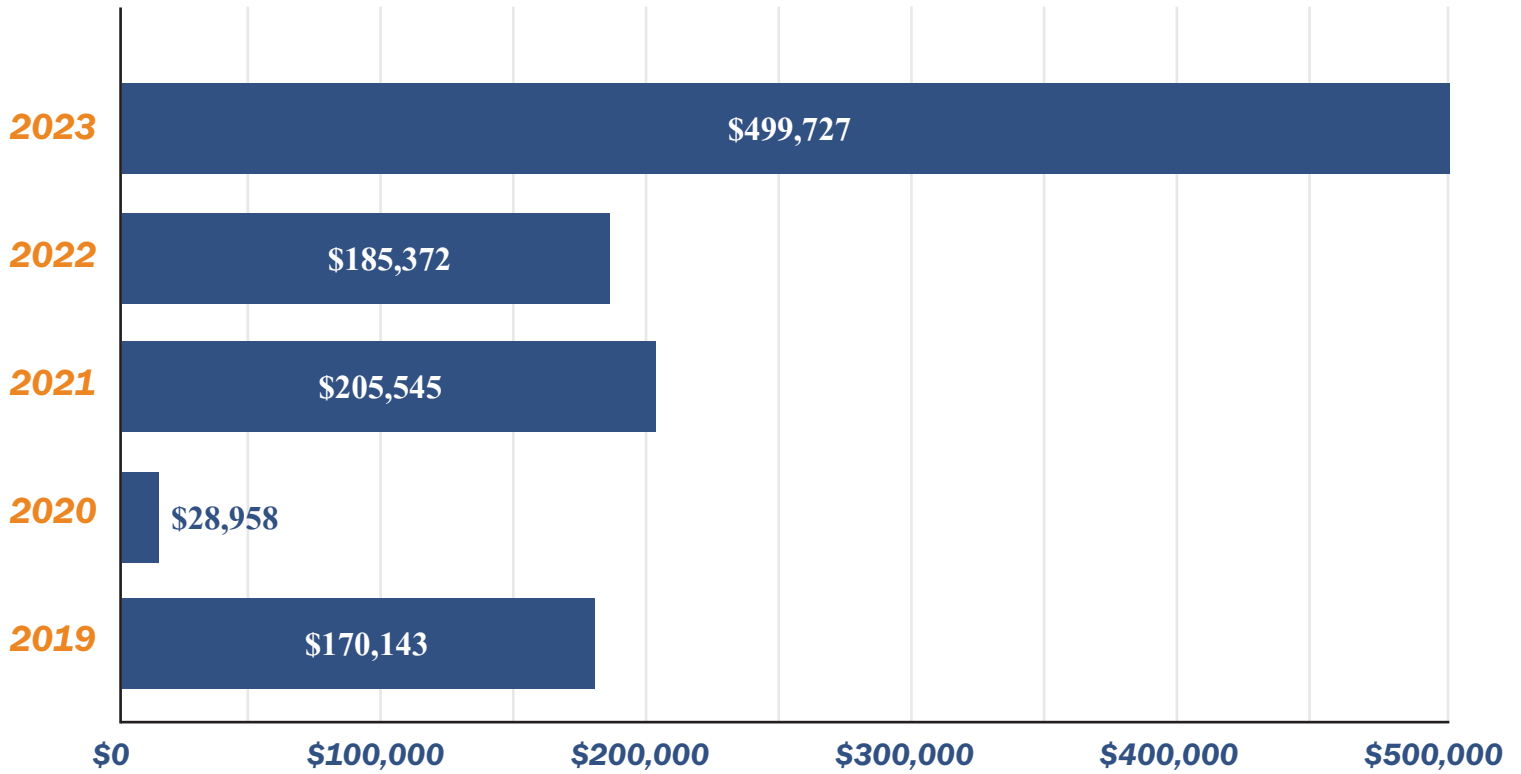
# TOTAL SAVINGS



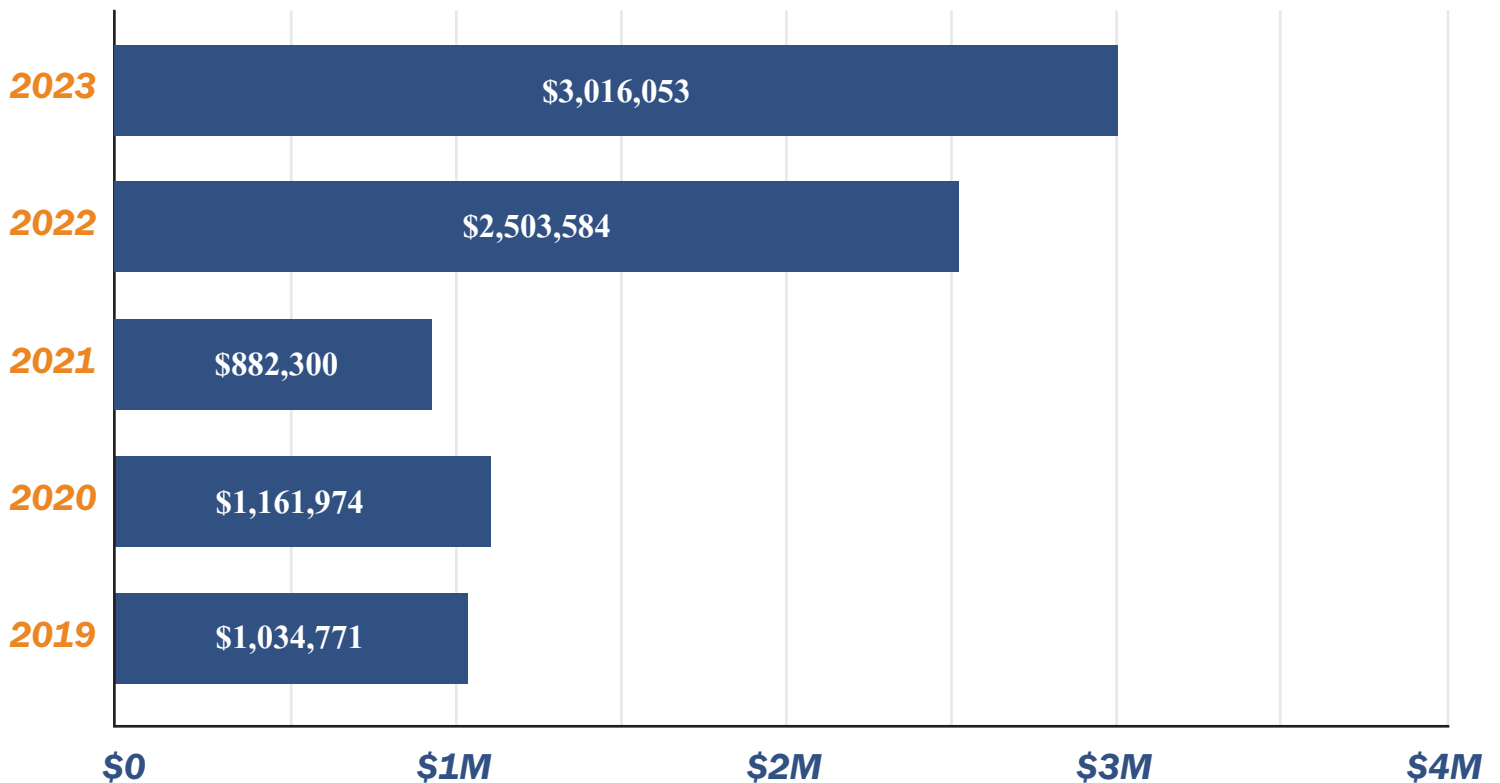
# TOTAL MEMBERS' EQUITY



## CASH RETURNED TO MEMBERS



## ANNUAL FIXED ASSET EXPENDITURES





**Otley Office**  
641-627-5311



**Pella Office**  
641-628-4167



**Monroe Office**  
641-259-2232



**Tracy Office**  
641-949-6411



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