

HOME FRONT



Spring 2024 | Volume 07

A #FarmerStrong Publication

SPOTLIGHT: Ag Partners Town & Country ACE Hardware Store

By Terra Wierson, Communications Specialist

A special thank you goes out to Susan and others who helped provide current and historical information for this article!

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FIGURE HARDWARE

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Welcome to the freshly remodeled 820 E. Main Street in Belle Plaine, Minnesota. Ag Partners Town & Country ACE Hardware Store is ready for business in time for the excitement of spring. The smell of nursery plants and damp dirt drift from the garden center. And noise from the paint counter suggests someone is about to shake up their home with some interior decorating. Familiar faces shine from behind the counter, eager to serve.

The Town & Country store offers the value of human connection and the power of community spirit. As you look around, brands like Stihl, Milwaukee and Ego, and aisles of hardware, tools and parts are readily available, but this is not just any store. Town & Country is a host of events such as seminars on raising chickens and winter Santa parties, designed to bring the community together. The store gets involved with the local BBQ Days events, donates to groups in the community and provides a local scholarship through Dollars for

Scholars. The upcoming grand re-opening on May 11 will be a fun day of sales and give-aways, and a grilled lunch available courtesy of the Belle Plaine FFA chapter. All proceeds will benefit the chapter.

Here our customers receive personalized customer service, second to none. Our associates will call you by name when they can, and offer friendly, tailored advice on your project. Having our agronomy office next door is handy when you need professional agronomic insights. Store manager Susan George pays close attention to the needs of the store. The array of products we carry are derived from local demand. She says,

"Currently the most sought after items in our store are our chickens, and our beautiful garden center. And for the other 10 months out

WHAT'S INSIDE

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Ag Partners #FarmerStrong

Agronomy Farm SupplyLog in Feed Grain Careers Energy Cash Bids Weather

Continued

of the year we support the needs of our town with feed, pet food, lawn and garden, and DIY projects."

When Susan first became our store manager in September of 2020, right in the middle of the pandemic, she had the job of organizing and streamlining slow-moving inventory. She had prior coop retail management experience which she used to adapt the store out of necessity to remain viable amidst consumer panic. Since then, the store has had minimal employee turnover and is a strong competitor against the big-box retailers in the area.

In 2023 the decision was made to partner with ACE Hardware. There are many reasons behind this, but it all comes down to how well we can serve our customers. Early last winter the store started selling out inventory, and a team hired by ACE started moving and adding retail fixtures. Eventually, after a big time makeover, by late winter, ACE inventory started moving in. "This has really been an amazing time to be here, a part of this," says Susan, "Thanks to the ACE team and the unwavering support of our loyal customer base, this whole project has gone really smooth and we're very happy how it turned out."

The store originally opened in 2003 as Town & Country Feed Store, selling mostly farm related products under the Belle Plaine Coop. Being a large seller of Purina products, Purina contributed to the design of the store with the original green checker floor tiles and beautiful wooden beams.

To dig back before the store's opening, manager of the Belle Plaine Creamery, Wilmer Schmidt purchased the land the store is on now circa 1956 - when he was just 18. Here is where area farmers started the Belle Plaine Coop. At this point in history, on the northeast edge of Belle Plaine, the property was surrounded by farms. The fertilizer building was built in 1967/68. A year later the building what is now the offices for selling feed and seed, and eventually bagged fertilizer, was built. Shortly after the original Town & Country Feed Store was built in 2003, the warehouse and shop were added.

In 2008 Le Center's Highway Ag merged with the Belle Plaine Coop to create Genesis Coop. With this merger, the store became Genesis Town & Country. In 2013 Genesis invested in the store by converting part of the warehouse to make room for the Hardware Hank brand. Fast forward to 2018's Genesis and Ag Partners merger, the store once again

Ag Partners Town & Country Store Location Manager: Susan George

820 E. Main Street Belle Plaine, MN 56011 952-873-4244



changed names to Ag Partners Town & Country. 2024 will go in the history books as the year ACE Hardware was welcomed as a new line of products filling the shelves.

Ag Partners Town & Country employs between 15 & 20 full time, part time and temporary jobs. With Belle Plaine's current population of 7,443, Susan comments, "We have a great mix of business, all with the small town feel."

As Belle Plaine and the communities around us continue to grow, it's our promise to also grow, staying relevant and competitive in the ever-changing landscape of retail.







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LOCAL GROUPS SUPPORT YOUNG FARMERS

Ag Partners has recently expanded our RoCrop program. RoCrop was established by our agronomy team to create a network for new and future farmers, those who are planning to take on or join in the family farm. RoCrop offers a platform for growers to gain access to additional resources, knowledge sharing, and to gain confidence in one day managing a thriving, profitable farming operation.

Over the last three years, the success of the RoCrop MN West group has led to it expanding across the entire Ag Partner's territory. RoCrop-Wisconsin launched in the Fall of 2023 and MN South and MN East held their inaugural meetings this March.

Leader of our newly established RoCrop "MN South" group, Kjersten Veiseth says, "After hearing about how eager the MN West group of young growers are to learn, I wanted to start up a group in our southern region." The young growers and Ag Partners sellers enjoy meeting together and getting to know each other. Kjersten continues, "We are looking forward to getting to know everyone better as our group evolves."

All four of the groups plan to have meetings throughout the year, timed in conjunction with one another, each covering similar and timely agronomic topics for the upcoming season. Kirsten Bauer, leader for our Wisconsin group says, "Our new group is still growing and members have expressed how much they enjoy the variety of content."

This spring's get togethers focused on "Spring Best Management Practices" by Ag Partners agronomy staff, "Building a Robust CP Program" by Cody Schmeling and Jade Traynor with Syngenta, "A Deep Dive into Micro's" by Jon Zuk with WinField United, and an "Introduction to AYS" by our AYS Specialists. A total of 60 young growers came together for the first-time meetings.





Hannah Hernke, agronomist is leading the new "MN East" group. Here's what she has to say about their first event together: "Representing the east, I was very pleased with the turn out we had. The young farmers who attended the meeting are involved in or work on farms and perform multiple different jobs. They asked great questions and engaged with all our speakers! The hottest topic for the farmers in the room was crop protection programs, timing, and how to control trouble weeds with Cody Schmeling and Jade Traynor from Syngenta." When asked about her hopes for RoCrop she says that she wants to see "these young farmers use the time to network amongst agronomists and each other. This stage is the best time to share ideas and concerns." All of the agronomists are very excited for the expansion of our RoCrop groups to see how the members grow. Kirsten Bauer adds, "I'm thankful to be a part of something that's about more than the future of our cooperative; it's really about nourishing the future of agriculture itself."

Masterminds of bringing the concept to Ag Partners, Erin Stackhouse and Amy Heintz both agree, the expansion is very exciting. Amy quoted "It has been an extremely rewarding experience watching the RoCrop group grow. It has been a great opportunity to watch the next generation of farmers create relationships and to hear what their dreams for the future of agriculture entails."

The Agronomy team will host RoCrop Summer Field Events in August, where we will focus on key 2024 growing season topics and prepping for harvest season.

If you (or someone on your farm) are interested in learning more about RoCrop, or becoming a member of a local group, please reach out to your Ag Partners agronomist!

RIBBON CUTTING CEREMONY AT 9AM!



THE BEST BRANDS

in one place







GRAND RE-OPENING!

Ag Partners Town & Country & Agronomy

820 E Main Street • Belle Plaine, MN

May 11, 2024



TOWN AND COUNTRY

Services: r Paint Matching Delivery Glass Cutting **Key Cutting** Screen Repai



EXCLUSIVE OFFERS

Valid at Ag Partners Town & Country & Agronomy in Belle Plaine, MN on May 11, 2024, while supplies last.











EXCLUSIVE OFFER SATURDAY

50% OFF*

any one regular priced item under \$30!

Spring 2024

















Suet & Seed HiEnergy 11.75

















we'll be grilling for lunch! Proceeds will go to the

Belle Plaine FFA

10am - 3pm





Ag Partners Coop 101 Broadway PO Box 218 Goodhue, MN 55027









What's the Beef with Beef?

In recent years beef producers have had to prove their beef, and the method in which it's produced, is efficient and sustainable. Over the last decade meatless or lab-produced meat alternatives have entered the market promoting themselves to be the healthy choice for the environment and our bodies. On the contrary, extensive research has been done to compare the two, and beef seems to be the more robust food source of the two. The next time you have the opportunity to educate your

PROTEIN UPCYCLING

Approximately 29% of the land in the U.S. is pasture and rangeland that is too rocky, steep and/or arid to support growing food crops - yet cattle can graze on this land and convert grass to protein.6



neighbor, friend or acquaintance, here are some findings straight from the National Cattlemen's Beef Association.

The Environmental Discussion

With increasing pressures from lawmakers for producers to reduce their operations' carbon footprint one has to wonder what facts support the argument. According to a 2010 Intergovernmental Panel on Climate Change report, "if all livestock in the U.S. were eliminated, and every American followed a vegan diet, greenhouse gas emissions would only be reduced by 2.6%, or 0.36% globally." With that, modern production methods lead to better animal health and welfare through nutrition and genetics. This leads to another question: What number of cattle are raised in the U.S. today? To give another statistic, according to 2018 USDA NASS Quickstats Data, there is 36% fewer cattle now than in 1977. In other words, it takes 36% less cattle than it did in 1977 to produce the same amount of beef. This is a result of beef producers continuously seeking ways to improve sustainability while ensuring quality beef. Producers realized the operational benefits of improving efficiency long before this public focus was referred to as sustainability.

The Nutritional Discussion

Since the dawn of time animals have been a reliable source of protein. The USDA says a 2000-calorie diet requires 10%, or 50 grams, of protein should be consumed per day. To each their own when it comes to taste, but the fact that the closer the food on our table is to a "whole" food, the healthier it tends to be. Today's "Beef. Single ingredient; no confusing labels" slogan comes from the same farmers and ranchers as the ageless, "Beef. It's what's for dinner" campaign of the 90s. The chart to the right compares whole beef to meat substitutes and the grocery list of ingredients they contain. 93% lean ground beef is also lower in fat, sodium and carbohydrates, offers a higher source of protein than most other plant-based meat substitutes, and provides an authentic source of 10 other essential nutrients.

| WHAT DOES 25 GRAMS OF | | | |
|-----------------------|--------------|----------|---------|
| PR | OTEIN LOOK I | JKE? | |
| | AMOUNT | CALORIES | PROTEIN |
| Quinoa | 3 cups | 666 | 25g |
| Peanut Butter | | 613 | 25g |
| Black Beans | 1 2/3 cups | 379 | 25g |
| Edamame | 1 1/3 cups | 249 | 25g |
| Beef | 3 ounces | 173 | 25g |



| LOOK AT THE LABEL | | | |
|-------------------------------|--|--|--|
| Product | Ingredients | | |
| 80% Lean¹ | Beef | | |
| 93% Lean² | Beef | | |
| 96% Lean³ | Beef | | |
| Soy-Based Burger ⁴ | Water, Soy Protein Concentrate*, Coconut Oil, Sunflower Oil, Natural Flavors, 2% or less of: Potato Protein, Methylcellulose, Yeast Extract, Cultured Dextrose, Food Starch Modified, Soy Leghemoglobin, Salt, Soy Protein Isolate, Mixed Tocopherols (Vitamin E), Zinc Gluconate, Thiamine Hydrochloride (Vitamin B ₃), Sodium Ascorbate (Vitamin C), Niacin, Pyridoxine Hydrochloride (Vitamin B ₆), Riboflavin (Vitamin B ₇), Vitamin B ₈ , | | |
| Pea-Based Burger ⁵ | Water, Pea Protein Isolate**. Expeller-Pressed Canola Oil, Refined Coconut Oil, Rice Protein, Natural Flavors, Cocoa Butter, Mung Bean Protein, Methylcellulose, Potato Starch, Apple Extract, Salt, Potassium Chloride, Vinegar, Lemon Juice Concentrate, Sunflower Lecithin, Pomegranate Fruit Powder, Beet Juice Extract (for color) ⁵ **Peas are legumes. People with severe allergies to legumes like peanuts should be cautious when introducing pea protein into their diet because of the possibility of a pea allergy. Contains no peanuts or tree nuts. | | |

Sourced from the National Cattlemen's Beef Assoc. Read more on Enviornmental Research and Nutrition



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SUPPORT YOUNG PEOPLE IN AG. YISIT A COUNTY FAIR THIS **SUMMER!**

NEW: Follow the Ag Partners feed team on instagram and facebook! Meet our nutritionists, get expert tips, and have some fun.









Keep snapping photos for the **2025 calendar!**



agpartners.net/calendarphoto-submission Give it a shot!

Send photos before the end of August!

MINNESOTA

Waseca July 10-14 July 10-14 Winona

July 15-2 Fillmore

Dodge July 17-21

Rice July 17-21

Wabasha July 17-20

Olmsted July 22-28

Blue Earth July 25-28

Freeborn Jul 30-Aug 4

Jul 31-Aug 4 Sibley

Washington Jul 31-Aua 4

Dakota August 5-11

Goodhue August 6-10

Mower August 6-11

Nicollet August 7-11

Brown August 10-14

August 13-18

Houston August 14-18

Le Sueur August 15-18

WISCONSIN

Trempealeau July 17-21

St. Croix July 17-21

Dunn July 24-28

Buffalo/Pepin August 1-4

Pierce August 8-11













This spring, twenty \$1,000 scholarships have been awarded to local high school students seeking a postsecondary education. These students completed and submitted a competitive application form which was reviewed by an independent committee. Application names were redacted and recipients are based on a number of qualities. These include: volunteering and leadership, extracurricular activities, awards and

honors, academic performance, any extenuating circumstances, and an outside appraisal. Eligible recipients must also be dependents of active members of Ag Partners, but do not necessarily need to be pursuing an education in Ag. Congratulations to these twenty recipients of the 2024 Ag Partners Scholarships:

Logan Brand of Ellsworth, Lainey Brandt of Le Sueur, Julia Carlson of Goodhue, Layne Clemens of Chatfield, Tyler Connelly of Oronoco, Maria Harrington of Ellsworth, **Teagan Hinsch** of

Goodhue, Olivia Hollerich of Cleveland, Allie Meyer of Red Wing, Nora Meyer of Red Wing, Grace Morrisey of Zumbro Falls, Audrey Redalen of Chatfield, Jed Ryan of Goodhue, Noah Rynda

of Montgomery, Dylan Schultz of Fountain, Rylie Sexton of Millville, Madeline Shafer of Elmwood, Katherine Sieve of Rochester, Cadence Spearman of West Concord, and **Britta Stiller** of Mazeppa.

APRIL 1 - MAY 31

Spring Mineral Sa Free delivery of 1 ton or more if scheduled with the Route Truck

Purchase your spring & summer minerals now to

Qualified Products Include:

Wind & Rain All Season 4 CP bagged mineral

Wind & Rain AS 4 CP Availa bagged mineral

Wind & Rain AS 4 CP Altosid bagged mineral

Wind & Rain AS 4 CP Availa Altosid bagged mineral

Wind & Rain AS 4 Mineral Tub with Availa Altosid 225#

Wind & Rain AS 4 Mineral Tub with Altosid 225#

Wind & Rain AS 4 Mineral Tub 225#

E-MAIL: feedorder@agpartners.net

Goodhue feed order line: (651) 923-6001 Pine Island feed order line: (507) 356-8313 Stewartville feed order line: (507) 533-4222

Product may be purchased from any of our locations (availability may vary). With questions regarding promotion information, please contact one of our Beef Specialists.



Beef Production Specialist (507) 990-8235

Carl Sackreiter

Missy Hoffman Livestock Production Specialist (651) 380-0987

LeeAnn Waugh Beef Production & Show Cattle Specialist (507) 298-0820



Why feed Minerals to my Herd?

Mineral nutrition is important to maximize feed efficiency and overall cattle performance in order to enhance the overall profitability of your operation. Mineral nutrition is

vital to reproduction efficiency, animal health, and milk production. Quality forages and other feedstuffs can furnish a large portion of the required minerals, and minerals not provided by feed can be easily and inexpensively supplied with a balanced mineral supplement. A well-balanced mineral program is more important than providing high amounts of certain individual elements while not providing adequate amounts of other minerals. Management strategies to meet recommended daily intake and proper mineral selection will help ensure mineral requirements are met with little or no waste of feed dollars.

-Eric Schultz, Feed Management

Ag Partners #FarmerStrong

Feed Energy

Agronomy Farm Supply Log in Grain Careers Cash Bids Weather

PURINA

WIND®RAIN

On the Home Front digital publication © 2024



Save \$5 per unit when booking your calf electrolyte needs for the season. Booking period runs May 6 - May 31, 2024.

*Feed electrolyte Base at a low dose during heat stress (2 doses per 5 gallons of water)

*Feed one dose Base + one dose Add Pack together for scouring calves 2-3 times daily

*Feed Complete for scouring calves

LAND O'LAKES CALF ELECTROLYTES



Electrolyte may be purchased from any of our locations (availability may vary).

Customer must have an Ag Partners account to participate. Customer must pick up or take delivery of their booked electrolyte by June 14, 2024.

no minimum quantity!

BOOK ONLINE NOW!

AGPARTNERS.NET/CALF-ELECTROLYTE-**BOOKING-MAY-2024**

The "Rights" of **Equipment Lubrication**

RIGHT PRODUCT:

Viscosity grade & boundary film formation values are highly important, and you will likely keep more than one product around your operation. We at Ag Partners are working on properly labeling customers' oil containers with correct stickers to ensure there is never any cross contamination during delivery. We want to ensure our drivers add the correct product to the correct container.

RIGHT PLACE:

Look for OEM-applied tags at lubricant points. The tags will identify the point and the lubricant needed. When in doubt, consult your OEM.

RIGHT AMOUNT:

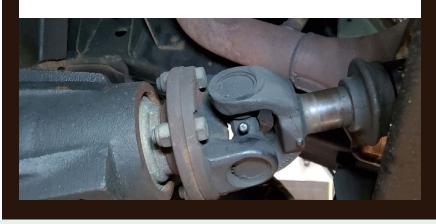
Do not over grease. It is important to follow the lubricant specs shown in the equipment manual for each specific piece of machinery.

RIGHT TIME:

Establish a routine depending on operation & environmental factors. Practice keeping a maintenance log book, or writing a date directly on oil/fuel filters, is helpful to keep up on maintenance.

RIGHT ATTITUDE:

Think of the benefits of proper upkeep on equipment. Good maintenance equals less chance of breakdowns and down time. If you are looking to replace a piece of equipment, the benefits of resale will pay off in the end.











A Much Different Crop Marketing Year

By John Carpenter Grain Location Manager, Wanamingo

The large 2023 crop combined with weak US export demand has created larger ending stocks than we have been accustomed to in recent years. This was evident in the March 1 stocks report which showed the US had 950 million bushels of corn and 158 million bushels of soybeans more than last year at this time. All of those extra bushels were stored on farm. The ending stocks situation has become much more comfortable which makes it easier for users to purchase their needs and more difficult to create rallies.

While South America has had some challenges with their corn and soybean production, their crops appear to be ample enough to create a comfortable world supply as well. As long as they have crops to sell, they will move them at a discount which leaves the US crops as the supply of last resort.

Since the old crop situation is more comfortable than in recent years, the focus turns to the 2024 crop. USDA is projecting farmers will plant 90 million acres of corn and 86.5 million acres of soybeans this year. Planting progress got off to a great start until the recent rains slowed fieldwork over much of the country. The forecast never seemed to create those opportune windows over the past 7 days for field conditions to dry out. Speculators have built large short positions over the winter. More weather problems like we recently encountered, coupled with weather issues in South America, are some of the catalysts that have caused speculators to rethink their positions and cover in some of those shorts.

Understandably, producers were holding onto old crop in hopes that prices would move higher. Basis values responded to the slow movement by strengthening over the winter as end users tried to buy coverage. The rally from this recent weather delay in planting was just what

the market ordered as old crop movement picked up across the country. As the farmer took advantage of higher prices, basis has felt some pressure and moved lower from recent highs. Keep monitoring basis levels and have a plan ready for your grain movement. Moving bushels now instead of hoping for even higher prices will reduce the risk of quality issues later in the summer and save on interest costs. Using some decision dates to assist in making sales might help avoid not getting any old bushels sold.

For new crop sales, plan ahead for space and cash flow needs. Keep in mind that if these large ending stocks projections are combined with large 2024 crops, price and basis could be under a lot of pressure. This could also make large futures carry to improve HTA contracts and reward you for your storage space. Having a plan won't guarantee great prices, but it will help you cope with the market variables.

Please remember to check your bins and practice bin safety when unloading them. Best wishes for a great 2024 crop season!





In 1990 our LLC partner, Red Wing Grain built a THE CODE FOR YOUTUBE LIVE. falcon nesting box and placed it atop the elevator at 213 feet. Overlooking the Mississippi River, this nesting box has been home to a pair of peregrine falcons and their eyasses every spring since 2000. The nesting box is a product of the collaboration between Continental Grain and the Raptor Resource Project. The first female in this nest was

The webcam was finally installed in 2007 to give us a front row view of the falcons caring for their eggs and babies.



relocated from Nebraska.

SHRUBS:

- Rose
- Lilac
- Witchhazel
- Quick fire hydrangea
- Varieties of potentilla and spirea
- Short fruit-bearing shrubs like the regent service berry, latham raspberry or northsky blueberry
- Tall deciduous fruit-bearing shrubs like the American hazelnut or red berried elder

TREES:

- Varieties of Apple
- Crabapple
- Pear
- Cherry & Chokecherry
- Plum
- Red Maple
- Golden weeping willow
- Honeysuckle vine
- Clematis vine











SAYE THE DATE:

AG PARTNERS'

CUSTOMER APPRECIATION

WEEK OF AUGUST 12

Le Center - Elgin - Cannon Falls







RIBBON CUTTING CEREMONY AT 9AM!

MORE ON PAGE 5

Recipe from Anonymog

Pecipe Corner: Mini Corndog Bites &

Makes 4 dozen. An easy tractor cab snack for the operator and little helpers alike.

- 1 package all-beef hot dogs
- 1 cup all-purpose flour
- 1 cup yellow cornmeal
- 2 tabelspoons white sugar
- 1 teaspoon salt

- ½ teaspoon baking powder
- ½ cup (1 stick) butter, melted
- 1 cup milk
- ¼ cup sour cream
- 2 eggs
- 5. Mix everything together until 1. Preheat oven to 375°F, and spray non-stick vegetable oil into a batter is smooth. mini muffin pan.
- 2. Slice hot dogs into 1 or 2" slices (or the depth of your mini muffin openings)
- 3. In a large bowl, combine flour, cornmeal, sugar, salt and baking powder.
- 4. Make a well in the dry ingredients and add melted butter, sour cream and eggs.

- 6. Pour batter evenly into your mini muffin pan, filling each spot about half way.
- 7. Place one piece of hot dog in the center of each mini muffin
- 8. Bake about 15 minutes or until the muffins have a golden brown edge.
- 9. Let cool at least 5 minutes and remove from the pan.
- 10. Enjoy with your favorite condement.



To submit your recipe for the summer issue of Home Front, e-mail to editor: Terra.Wierson@agpartners.net. Enjoy! Goodhue General: 651-923-4496

Feed Orders: 651-923-6001 Energy Line: 651-923-6004

By location: appartners.net/about

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