



RELATIONSHIPS MULTIPLY COMMUNITY IMPACT



By Nick Alderson, CEO

As a cooperative, we are a vital part of the communities we serve in part because we are owned by residents of those communities — our members. One of our goals is to contribute to the health of these communities by helping

to support community activities and organizations. Our ability to provide that support is multiplied by our cooperative connections to other organizations.

A prime example is a \$5,000 grant received recently by the Edible Prairie Project, an area nonprofit organization that connects family-scaled agriculture operations with community members facing food insecurity. The Edible Prairie Project supports small and mid-scale agricultural and food processing operations to bring affordable, nutritious food to all members of the community. The

grant money will be used to continue the delivery of free spring, summer and fall Veggie Baskets to families receiving federal nutrition assistance. It will also help to provide essential kitchen utensils to those families.

The grant was provided through an initiative that encourages Cenex® dealers, retailers and distributors to share stories about what makes their local communities special. Because of our connection to CHS and their energy brand, Cenex, CBH was aware of the program and shared the Edible Prairie Project story. This is just one of the programs CHS and other ag organizations have in place to increase the ability of a local cooperative like CBH to give back to our communities. We have also often been able to double our donations and sponsorships for scholarships, rodeo, county fairs, and youth sports by utilizing a gift match program offered through CoBank.

We're proud to support agricultural producers and a program that brings healthy and affordable fresh food to those who need it in the communities we serve. Thanks to partners like CHS, our contributions are multiplied.

Annual meeting change

Adaptation has been the name of the game in 2020, so it should come as no surprise that we've made some changes to our annual meeting plans this year. In the past we've held an annual meeting in Sturgis, South Dakota and a regional update meeting the next day in Gillette, Wyoming. This year we're holding only one meeting. We'll meet at the Deadwood Mountain Grand on Saturday, Feb. 13 at 2 p.m. Because of the complications of COVID-19, it's particularly important to RSVP so we can get an accurate picture of how many will be attending.

The annual meeting will be followed immediately by our annual CBH employee Christmas party and patron appreciation event. There will be a meal and band, and we hope it's a great opportunity for all of us to take a break from the routine and have a fun and relaxing evening. We look forward to seeing all of you on Feb. 13.

To submit your RSVP please visit cbhcoop.com/rsvp before Jan. 13, 2021.



Nick Alderson and Amber Worthington presenting Erin Galloway and Megan Taylor of Edible Prairie Project with the Hometown Pride grant.

Time for a Seed Upgrade?



By Todd Reif, Director of Ag

As we put the finishing touches on another production year, it's time to think about your seed choices for 2021. While the advances in corn and soybean seed technology tend to get all the headlines, tremendous progress has also

been made in forage seed in the past several years.

For example, the performance advantages of 4507 pearl millet from CROPLAN® compared to the traditional millets commonly planted in our area are significant. Yes, the seed is more expensive, but 4507 will typically yield 1-3 tons more per acre than conventional millet — delivering as much as an eight-fold return on your seed investment.

CBH is so certain that 4507 will deliver higher yields that we are willing to make a promise to approved growers who would be interested in planting it in a side-by-side trial with their current millet seed. If the yield increase from 4507 does not offset the seed price difference, CBH will reimburse the seed cost difference. This is a no-lose offer to qualified growers while seed supplies last. Give Brandon a call at 605-490-0742 or reach out to Todd at 605-490-9768, and they will be more than willing to discuss the specifics of the promise with you.

The forage sorghum test and performance guarantee will be conducted on a certain amount of acreage in 2021. These acres will be planted across the CBH CO-OP patron geography to get a good diverse comparison of the yield benefits.

In other seed news, CBH's dryland corn plot was held at Grady Matt's ranch south of Union Center on October 1. The test plot contained 30 different trials, incorporating different varieties, populations, and fertility levels. The CROPLAN trials were set side by side with some of the area's competitors to show how you can best maximize your production in our typically arid climate.

Grady Matt offered approximately 20 acres of his land, plus his time, experience, and effort, to help us generate the test plot results. After the plot tour at Grady's, area producers convened for an enjoyable evening sponsored by CBH and CROPLAN at Nellie's in Enning for an amazing BBQ rib dinner and conversation. The trial results are finalized and will be provided for grower review in the upcoming month. An enormous "thank you"



Our dryland test plot on Grady Matt's ranch.

to Grady Matt and family for all that they put into the test plot year after year. We appreciate your kindness and generosity to CBH and the surrounding communities.

Speeding communication

We are in the process of expanding our digital communication efforts to increase the timeliness of customer communication. In our view, digital messaging can never replace the importance of face-to-face contact with our customers. But there are times when information needs to be communicated more rapidly than is possible with personal interaction.

For example, key feed ingredients showed a "buy signal" in August. We jumped on this signal and the market changed quickly. DDG prices have gone from \$95 to today's price of \$155. Digital communication would be used to communicate that kind of timely and valuable information. It would also be utilized to pass on timely agronomic information, like the explosive alfalfa weevil infestation this summer.

Contact any of our locations to sign up for digital alerts. It's a great way to receive timely information that can make a difference in your operation and bottom line.

As I conclude, I also want to mention that CBH recently acquired a used corn roller in very good condition. We sell quite a bit of cracked corn and rolled corn mixed with DDGs and were purchasing enough tonnage from outside sources that it made sense for us to bring the production in-house. We can now control the quality, quantity and delivery timing. It does a beautiful job and is a perfect fit for our geography and rancher community.



Stay Energy Safe This Winter

As the season for severe winter weather sweeps across the country, make sure your family and your property are prepared for whatever the winter brings. Just follow the tips below and contact your local propane supplier if your propane system ever gets damaged.

CREATE AN EMERGENCY PLAN - Work with your family to create a plan in the event of a winter storm. As part of this effort, make sure to post contact information for emergency services and utility companies — including your propane supplier. You should also post instructions for turning off your propane, electricity and water. (If you turn off your propane, contact a service technician to inspect your system before turning it back on.)

INSTALL A UL-LISTED GAS DETECTOR - To better prepare for any potential damage, install a UL-listed gas detector in your home, which will notify you if a leak ever occurs. Always follow the manufacturer's instructions when it comes to installation, location and maintenance.

PLAN FOR COMMUNICATIONS - Keep a battery-powered radio handy, so you always have a way to receive updates on weather conditions. As storms approach, it's also smart to charge up your smartphones so you have an additional tool for communication through a long power outage. Consider purchasing a propane generator so you always have reliable power, even during blackouts.

INSPECT DAMAGE CAUTIOUSLY - If a storm causes harm to your property, be careful when you assess damage as downed power lines, damaged gas lines and dislodged propane tanks can lead to dangerous situations. In the dark, use a flashlight instead of candles to avoid combustion in the case of a leak.

IF YOU SENSE DANGER, CALL THE EXPERTS - Your utility company, fire department and propane supplier have expert training, and should handle any potentially dangerous situations with your home's systems. Additionally, if a storm damages your property, it's a good idea to have a qualified service technician perform a complete inspection of your propane system, to ensure no harmful damage was done.

AT ANY TIME IF YOU SMELL GAS INSIDE OR OUTSIDE OF YOUR HOME:

- 1. NO FLAMES OR SPARKS!** Immediately put out all smoking materials and other open flames. Do not operate lights, appliances, telephones or cell phones. Flames or sparks from these sources can trigger an explosion or a fire.
- 2. LEAVE THE AREA IMMEDIATELY!** Get everyone out of the building or area where you suspect gas is leaking.
- 3. SHUT OFF THE GAS.** Turn off the main gas supply valve on your propane tank, if it is safe to do so. To close the valve, turn it to the right (clockwise).
- 4. REPORT THE LEAK.** From a neighbor's home or other building away from the gas leak, call your propane supplier right away. The numbers to call at CBH are listed below. If you can't reach us, call 911 or your local fire department.
- 5. DO NOT RETURN TO THE BUILDING OR AREA** until your propane supplier determines that it is safe to do so.
- 6. GET YOUR SYSTEM CHECKED.** Before you attempt to use any of your propane appliances, your propane supplier or a qualified service technician must check your entire system to ensure that it is leak-free.

CBH Propane Service Area Contact Numbers:

Hot Springs	605-745-5215
Rapid City	605-342-4964
Sturgis	605-720-2946
Belle Fourche	605-892-2661
Sundance	605-892-2661
Gillette and Surrounding Areas	307-682-4468

Owner Benefit: Save on Red Wing Footwear

Thanks to a partnership between CHS and Red Wing, local cooperative employees and producers who are members of CHS (or who belong to a cooperative that is a member of CHS) are eligible for a 15 percent discount on a variety of Red Wing shoes and boots. Access the coupon and visit a Red Wing store to receive a discount on Red Wing Shoes Work & Heritage, Irish Setter Work & Hunt, WORX and Vasque brands.

Access the coupon at <https://www.cbhcoop.com/promos>.





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Tracking Every Gallon

By Frank Robbins, Rapid City Propane Manager

As we mentioned in our last newsletter, we've been evaluating a tank monitor from Otodata on our own fuel storage tanks. Based on the results, we're now installing these monitors on our customers' tanks.

These Otodata monitors offer significant benefits to both CBH and our energy customers. While we've always tracked degree days and other factors to decide when to deliver fuel, the monitors eliminate the guesswork. We know exactly how much fuel remains in any monitored tank. That information allows us to route our drivers most efficiently, which keeps our costs down and translates to more competitive fuel prices.

The advantage for our customers is that we always know when you need fuel. And, you now have the option of tracking your fuel levels and usage history right from your smartphone. For just \$50 per year, you can lease the monitor and app which enables you to track tank levels in real time. The app is very easy to use. You can set custom fuel-level alerts, view your usage history and contact us at the press of a button.

We'll continue to install the monitors in the coming months. If you're interested in leasing our smart tank monitor and app to stay on top of your energy usage, call Frank Robbins at 605-342-4964.



Consider this card

If you operate more than one vehicle on your farm, ranch or business, you should seriously consider the Cenex® Voyager Fleet Card. In addition to the rebate program, the card provides detailed tracking reports of expenses and mileage for each vehicle tied to a card. There is no annual fee and the card is accepted at more than 230,000 locations nationwide.

View the benefits yourself by going to www.cenex.com/cards/fleet.