



GROWING AGRICULTURE TOGETHER

Embracing the Cooperative Spirit
to deliver value to our members

JANUARY 2022 | WWW.CVACOOP.COM

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Core Values

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MEMBER-OWNER EQUITY

THE COOPERATIVE WAY

CVA reported \$29.7 million in total profit from \$2.2 billion in total sales for their fiscal year 2021, ending on August 31, 2021.

"This year, we exceeded expectations on all fronts. We delivered more value, we provided more services, we reinvested, we produced a local profit," said Carl Dickinson, CEO/President of Central Valley Ag. "And on top of that, we will deliver a record amount of cash back to the member-owners this year."

CVA's Chief Financial Officer, Fran Swain, is proud of the value CVA brings to its patrons and credits the cooperative's strong balance sheet. "CVA continues to prove the value of the local co-op by delivering over \$26 million back to member-owners in 2021. Plus, an additional \$8 million in section 199 DPAD pass-through tax deductions."

Overall, it was a record-breaking year for CVA, and Dickinson credited much of the success of the cooperative to CVA employees. "Our people continue to answer the call. They're engaged in the business, they're engaged in their communities, they love what they do and the growers they do it for."

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WORDS TO LIVE BY

CORE VALUES



INTEGRITY: We value the highest ethical standard demonstrating honesty in every action we take. We believe our promise is our most vital product – our word is our bond. The relationships that are critical to our success depend entirely on maintaining the highest ethical and moral standards.

PEOPLE: We believe in the inherent worth of people. Our people are the engine of value creation; our imagination, determination and dedication are essential to success. We are committed to providing an environment that is safe and fosters personal growth and development.

CONSTANT INNOVATION: We believe that meaningful, productive change- solving problems- only comes by looking at challenges and opportunities from new angles and exercising curiosity. We will be creative in delivering value to our customers. We anticipate change and capitalize on the many opportunities that arise.

LIFELONG LEARNING: Development, learning and growing are a life-journey that transforms and inspires us. By focusing on constant learning we become a stronger partner to our customer, to adapt to a changing business world.

SUCCESS: We value the competitive spirit; the passion to work, persevere and overcome all obstacles. We will focus on meeting each challenge, rising above the competition and winning.

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OUR MISSION

EMBRACING THE
COOPERATIVE SPIRIT TO
DELIVER VALUE TO OUR
MEMBERS.

OUR VISION

TO BE A WORLD-CLASS
COOPERATIVE ENSURING
THE LONG-TERM SUCCESS
OF OUR EMPLOYEES AND
CUSTOMERS.

OUR HISTORY

2014

DECEMBER 11, 2014
AURORA, NE LOCATION
OPENS

AUGUST 17, 2015
CONSOLIDATED AG SOLUTIONS,
INC.



DECEMBER 4, 2015
ACS TEAM RECEIVES
PRECISION IMPACT AWARD



APRIL 7, 2016
KARL HENSLEY RECEIVES FFA
VIP AWARD

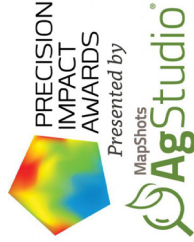
2015

SEPTEMBER 1, 2014
CVA UFC MERGER

JULY 1, 2015
FCC MERGER INTO CVA



AUGUST 26, 2015
81-20 OPEN HOUSE RANDOLPH, NE



DECEMBER 22, 2015
CONCORDIA GRAIN TERMINAL AND
AGMARK LLC



2016

JULY 2016
CHECKER UP AMERICA

2017

SEPTEMBER 1, 2017

CVA PURCHASES GREEN
PLAINS, ST ED, NEBRASKA

DECEMBER 2017

CVA RECEIVES TOP TEN CFA
AWARD



The Cooperative
Finance Association, Inc.
Financial Services for Successful Agriculture

JUNE 1, 2018

CVA TAKES FULL
OWNERSHIP OF
PROGRESSIVE
AG PARTNERS IN
BRADSHAW, NE

2019

JULY 1, 2019

HENDERSON CO-OP MERGER
INTO CVA

MAY 12, 2020

CVA PURCHASES AGREX INC.
FACILITY IN LAUREL, NE

JUNE 1, 2020

FARMERS RANCHERS MERGER
INTO CVA

SEPTEMBER 1, 2017

CVA AND FARMWAY UNITE



2018

JULY 2018

PRECISION FARMING DEALER MOST
VALUABLE DEALERSHIP

JUNE 6, 2019

THE JUNCTION OPEN HOUSE

2020

25
YEARS
PRECISION AG TECHNOLOGY

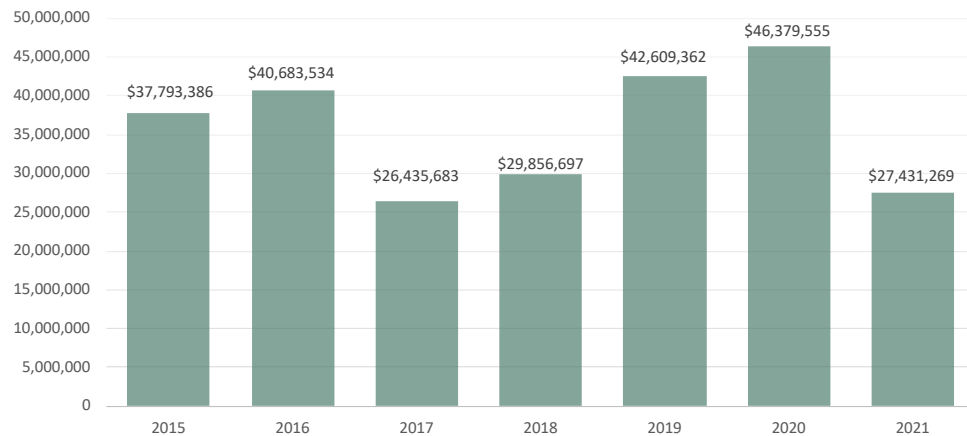
2020

ADVANCED CROPPING
SYSTEMS (ACS) CELEBRATES
25 YEARS OF PRECISION AG
TECHNOLOGY

ANNUAL SALES



CAPITAL EXPENDITURES



A BALANCED APPROACH

CVA FINANCE

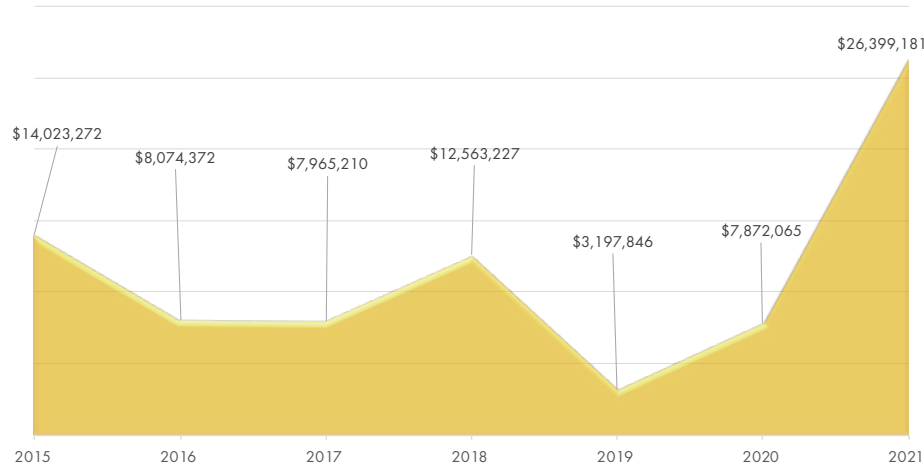
We believe that the cooperative business model requires a balanced approach; balancing service, profit, patronage, equity redemption and reinvestment. We are proud of our performance in each of these areas. It is our goal to focus on customer needs and the processes that improve our customer's experience and to

do these things in a manner that is World Class. We also believe that true success comes from not only serving you, but also in returning profits to its owners. Looking ahead, your cooperative will continue to invest in assets to improve our ability to serve customers. We will continue to focus on our core businesses of Grain,

Agronomy, Energy and Feed; with emphasis on you our customer, innovation and value-based programs, while constantly reviewing and improving our efficiency.

...

CASH PAID TO PATRONS



WE KNOW THAT
THE GREATEST
RETURN ON
YOUR CAPITAL
IS REALIZED BY
INCREASING
BOTH THE
PRODUCTIVITY
AND
PROFITABILITY
OF THE ACRES
YOU FARM.



PRODUCTS AND **SERVICES**



When we sit down with you, we want to have a comprehensive conversation that goes beyond just a simple conversation about what you need from your cooperative. We want to know what challenges each acre presents, your comfort-level with risk, and your willingness to adopt management changes. We want to be your trusted advisor for all of your on-farm decisions – because we keep your goals and aspirations in mind to deliver the solutions you expect.

We want to incorporate the latest technology,

along with advanced discoveries to support and strengthen your on-the-farm success, while staying mindful of the sustainability of your operation for generations to come.

We understand that you make many decisions throughout the growing season. Whether it is planting date, fertility management, crop protection programs, plant health treatments, or harvest timing; achieving success starts with your unique goals and continues through making the best selection for your environment

and management decisions.

Your team at Central Valley Ag strives every day to help you optimize your farm investment. We are committed to delivering you the best value in whole-farm planning, supplies, services, and support to continue earning your business in the future. The following pages will highlight advanced services that your cooperative can provide.

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AGRONOMY

The Central Valley Ag Agronomy Division is a leader in providing the most advanced, innovative solutions that yield profit. Through research and development, our agronomists can assist you in sifting through the countless options available and provide focus for the best yield-enhancing opportunities for your farm.

Our agronomists with assistance from Research & Development (RD) and Advanced Cropping Systems (ACS) are positioned to help you select the best products and management strategies for you to assess on your fields.



FEED

Our Feed Division at Central Valley Ag stays committed to the success of our patrons. We are focused to deliver cutting edge technology and business support for your livestock operation. Understanding nutrient values and best cost ingredient suppliers are core competencies we offer to our customers, and we are advanced in our understanding of food and feed safety and in the biosecurity protocols we practice at our mills and on the farms we serve. The Hazard Analysis and Critical Control Point (HACCP) certifications we have earned are evidence of our commitment to supply you with the very best quality products and programs for your livestock operation.



ENERGY

CVA is proud to be the one-stop shop for all of your energy needs. Whether it's running your business, your tractor, or heating your home, a reliable supply of energy is a crucial component of our lives. The CVA Energy division offers a complete line of refined and renewable fuels, propane, and lubricants. You can count on us for quality energy products and responsive, superior service. We also operate convenience stores and multiple fueling locations accessible with one fuel card.

CVA's strong commitment to customer satisfaction and safety provides our customers a clean, reliable and safe energy source in a timely and safe manner for a great value.



GRAIN

Some of the greatest irrigated grain production areas in the country surround our locations; which means that Central Valley Ag must provide the best facilities, products, and services for our customers. Our success depends on you. CVA has strategically positioned itself on the Union Pacific (UP), the Kyle Railroad, the Canadian National Railroad (CN), and Burlington Northern Santa Fe (BNSF) railroad lines. These connections allow us to market grain to all major export, feeder, and destination processor markets west of the Mississippi. CVA grain locations provide a combined capacity in excess of 220 million bushels throughout Nebraska, Kansas and Iowa.





Adapting technology to your operation is seldom a simple task. We realize whether it is a piece of hardware or a prescription, every investment you make needs to provide a greater ROI than in the past. This year we will find more of a balance of services and hardware within these pages. Our focus is to provide recommendations that increase profitability, operational efficiencies, and time management. Those of us that make up the ACS team want to make sure that we are enabling you to maintain your license to operate.

CVA began providing Variable Rate Fertilizer Prescriptions in the 1990's for our member-owners, little did we know that was the beginning of the Precision Ag movement. In 1996 we began selling and providing Precision Ag Equipment services when one of our patrons purchased their first Ag Leader Yield Monitor. Throughout the years CVA continued to provide

prescription services and grew the Precision Ag Equipment department as GPS Guidance and Lightbars replaced Foam Markers.

In 2005, Advanced Cropping Systems by CVA was born, with the goal of having employees in the department dedicated purely to Precision Ag, and working to provide innovative and profitable solutions to producers through valuable technology.

In 2007, ACS became a Trademarked brand of CVA and continues to be part of our Agronomy Division. Since 2005, we have seen many changes in equipment with Machine Controlled Steering replacing Lightbars, VR drives replacing Ground Drives on Planters, and AutoSwath changing how we plant and apply fertilizer. Since 2005, Advanced Cropping Systems has expanded its Precision Data Services, from the early days of Grid and Zone Sampling, to now

include VR Seeding, VR Irrigation, Moisture Probes, VR Nitrogen and more.

Central Valley Ag continues to receive awards and accolades throughout the industry. With the help of the RD Division of CVA, ACS continues to research, test, and develop additional tools and solutions that you can use on your acres to increase profitability.

Through all the changes and innovation, CVA remains dedicated to providing well-trained Precision Ag Specialists for our member-owners. The ACS team currently has Product Support Specialists to install and service products, and aid customers with other Precision Ag Hardware they have. Our team also includes Regional ACS Specialists who provide the Prescriptions that drive your profitability.

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BRINGING YOU
INNOVATIVE
AND
PROFITABLE
SOLUTIONS
MAKING YOUR
TECHNOLOGY
MORE VALUABLE.



CVA IS
COMMITTED TO
MAINTAINING
A CULTURE THAT
PROMOTES THE
**HEALTH AND
SAFETY** OF OUR
EMPLOYEES AND
PATRONS.



Central Valley Ag is committed to growing a culture that promotes the health and safety of our employees and patrons. The CVA Safety Team strives to strengthen this culture through continuous Safety Leadership Coaching. We believe that reaching zero workplace incidents is possible through an ALL-IN approach.

ALL-IN means that employees of CVA, are committed to safety as a core value of who we are. It also means that success in safety requires success in four key areas including Employee knowledge, a Safe Work Environment, Safety

Program Implementation, and most importantly a Commitment to doing every job safely every time.

That commitment to safety extends to our producers and local communities. CVA's safety team is dedicated to providing training opportunities, and aid in the communities we call home.

OUTREACH

We all know that the ag industry can be a dangerous profession. With facilities having to



get bigger and faster to keep up with higher yields and returns, the safety aspect has to keep up. Bin entrapments and falls from high equipment are a very real situation. Your safety, and the safety of those around you, needs to be a personal responsibility.

It is our mission to help you bring safety to the forefront by shedding light on the hazards that are present to you and your family each and every day.

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CENTRAL VALLEY AG **BOARD OF DIRECTORS**

The Central Valley Ag Board of Directors is made up of local, agricultural professionals, who are recognized for their industry expertise, as well as economic and community development skills. The Board of Directors mission is to provide leadership for Central Valley Ag's current direction and initiatives, in addition to positioning the organization for future success and profitability for members.

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Luke Carlson
Chairman
York, NE



Mark Philips
Vice Chairman
Akron, IA

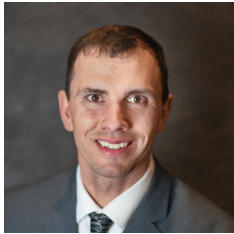


Jacob Porter
Secretary
Mankato, KS

EXECUTIVE COMMITTEE MEMBERS



Dave Beckman
Elgin, NE



Alex Brookhouser
Brunswick, NE



Randal Raathe
Ainsworth, NE



Julie Ruhter
Ainsworth, NE



Kurt Thoene
Hartington, NE



Duane Schumacher
Bloomfield, NE

The Central Valley Ag Board of Directors consists of local agricultural leaders. These individuals have industry expertise and economic and community development skills. The board currently has 21 directors that reside in communities throughout the CVA territory. The “Meet Your Board” video series was developed to help you learn more about your board. Use the QR code to watch the videos.





Pat Wemhoff
Humphrey, NE



Paul Jarecke
Clarks, NE



Jay Uehling
Oakland, NE

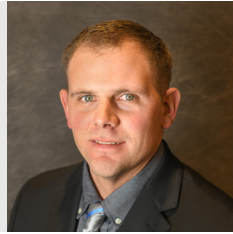


Carmen Schlickbernd
West Point, NE



Randy Johnson
Osceola, NE

Learn more about CVA's Board of Directors by visiting
WWW.CVACOOOP.COM/ABOUT/LEADERSHIP-BOARD



Lance Peters
Henderson, NE



Larry Naber
Utica, NE



Tom Vodicka
Surprise, NE



Ron Benson
Clay Center, KS



Mark Koss
Haddam, KS



Derek Appley
Akron, IA



Ryan May
Hunter, KS

OUR BALANCED APPROACH

SENIOR LEADERSHIP

PRESIDENT/CEO



**CARL
DICKINSON**

It is an exciting time in the life of your cooperative. Your board and management have worked hard to create a cooperative that you can be proud of and will serve you long into the future. This certainly is not your grandfather's cooperative, but we are not serving your grandfather. We are serving customer/owners that are progressive, focused and complex. Together you have created a cooperative with an amazing balance sheet and the critical mass to compete in any market.

I think it is fair to say that you own some of the best assets in the agribusiness community focusing on the speed and space that you require. You own grain handling facilities that will allow us to reach new and different markets on a timely basis, to allow us to add value to the crops

you raise. You own high speed, high volume agronomy locations that can blend and load products at speeds we only imagined a few years ago. You own high speed, high capacity feed mills that can compete with anyone as well as add value to the grain you raise.

Your cooperative has and will continue to "Re-Commit, Re-Invent and Re-Invest."

I hope you are proud of the cooperative you have created.

. . .

We believe that the cooperative business model requires a balanced approach; balancing service, profit, patronage, equity redemption, and reinvestment. We are proud of our performance in each of these areas.



Senior Vice President Grain

The focus of the Grain Division is to efficiently operate this dynamic grain company. CVA has access to every major market west of the Mississippi allowing us to provide competitive bids to our patrons. The CVA Grain team works to offer grain marketing solutions that assist producers in this challenging grain marketing environment. To better assist your grain marketing needs CVA Grain Specialists are in place to help you determine the best strategy for your operation.

Our merchandising team works daily with all truck and rail end users to bring the best markets to our local producers.



Senior Vice President Talent

The Talent division has focused on recruiting and retaining the best employees. Our employee number has grown to nearly 900 full-time employees. Many employees have been able to advance to new duties and more specialized and advanced positions. We have focused on a culture of employee development to accomplish this. We believe that having great employees is the key to our past and future success.



Senior Vice President Energy

The Energy Division at Central Valley Ag understands the needs of our customers and are continually developing innovative ways to meet their expectations. Our team of dedicated employees also understand the need to deliver a premium product in a timely manner. CVA Energy is continually striving toward providing added value with premium products, cutting edge technology, and excellent customer service to meet the needs of both rural and urban customers.



Senior Vice President Agronomy

The Agronomy Division of Central Valley Ag continues to strive for customer satisfaction. CVA's Agronomy Team Vision Statement is "to be the very best team of dedicated professionals with exceptional agronomic expertise, providing innovative solutions to meet the evolving needs of our customers." We work to live by this vision statement each and every day.



Senior Vice President Operations

The focus of our Operations Division is to meet the needs of our customer base and exceed their expectations. We will continue to drive efficiency by adopting new technology. We will look at equipment and labor sharing to provide cost savings as well as increased service abilities. We will maintain our equipment and facilities to provide long-lasting service to our patrons. Above all else, we will maintain a safe working environment for the protection of our employees and patrons.



Interim Senior Vice President Marketing

The marketing team at Central Valley Ag is focused on improving the engagement of our customers and employees. Understanding our customers and employees better helps us identify what their wants and needs are, create solutions to meet those wants and needs, and demonstrate true value in the cooperative. We work to communicate the CVA brand, leadership position, and the value of the cooperative clearly and effectively. By understanding the changing market, we can be prepared for the future and initiate the changes needed for CVA to be successful.



Chief Financial Officer

The focus of the Accounting Department of Central Valley Ag is to be sure that we are collecting, processing, and analyzing information in such a manner that we can enhance your cooperative to be a better steward of the patron's assets and to use that in such a manner to better serve the growing needs of our customer base. CVA's strong balance sheet enables us to build facilities and purchase and deploy rolling stock to meet the growing demands of our membership. A strong working capital position also allows CVA to have the ability to take advantage of market cycles that can help better serve the patron's farming operation into the foreseeable future.



Senior Vice President Feed

The CVA Feed division is committed to technology, quality, and customer service. Customer service begins and ends with our employees and in their ability to deliver superior service and quality products to members. Our commitment to excellence is further demonstrated by the Hazard Analysis Critical Control Point (HACCP) certifications with 3rd part audits we submit to each year at our feed mills. We have specialty designations such as salmonella free, organic and No Antibiotics Ever at two of our feed and animal foods manufacturing sites. None of these accomplishments could be achieved without the use of advanced electronic data integration and seamless data communication with our customer base.



GROWING AGRICULTURE TOGETHER

JOIN OUR FAMILY

At Central Valley Ag, we believe that each employee contributes directly to the cooperative's growth and success, and we hope you will take pride in being a member of our team. CVA is committed to providing an environment that is safe for employees and customers while fostering personal growth and development. We remain dedicated to our

employee's sense of well-being by providing an extensive suite of benefits.

- » A Choice of Health Coverages
- » Dental
- » Vision
- » Paid Time Off, Holidays and a Personal Holiday
- » Pension Plan
- » 401(k) w/ Company Match

- » Life Insurance
- » Short and Long Term Disability
- » Annual Uniform Allowance
- » Employee Assistance Program (Best Care)

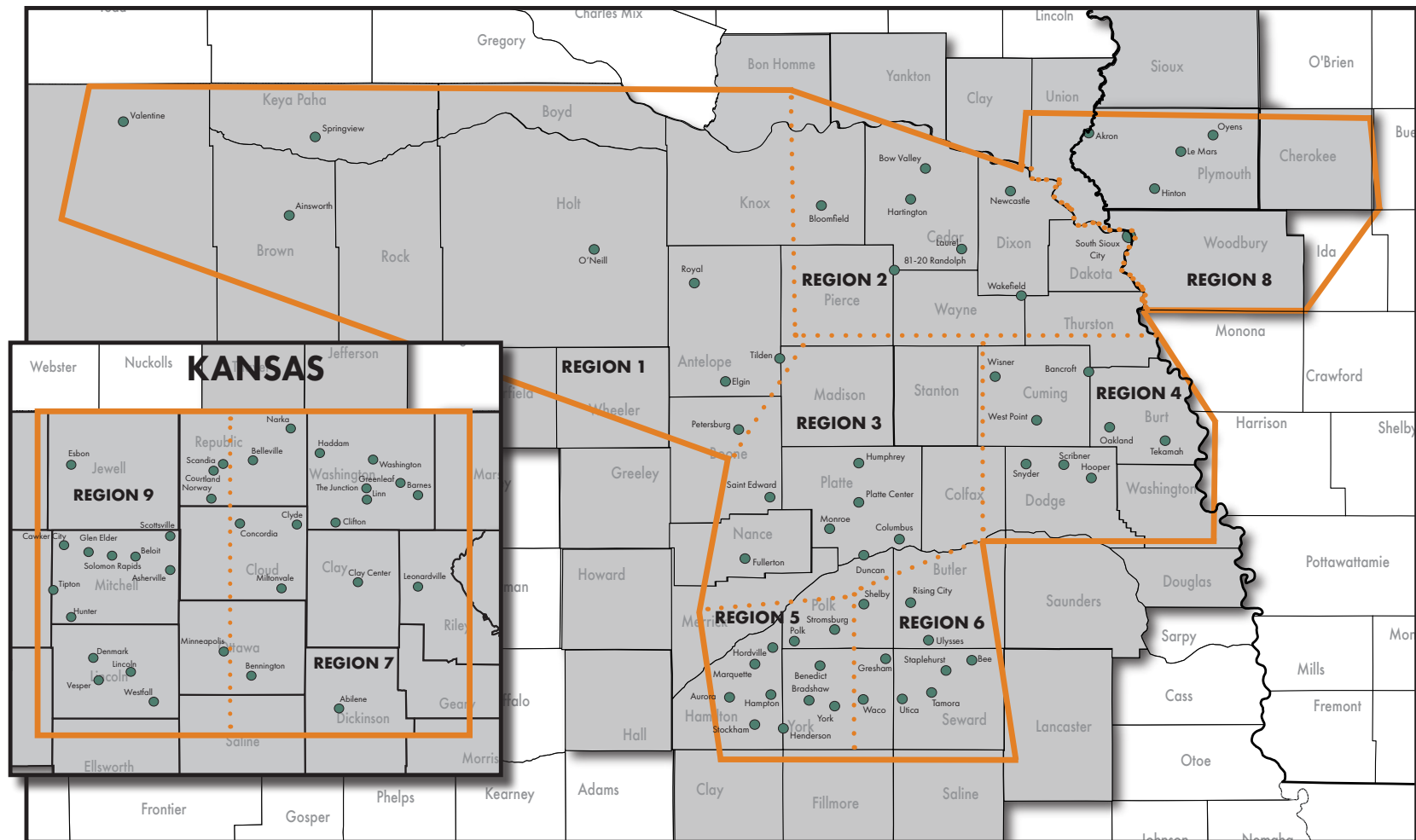
CVA is always looking for skilled, qualified people to join us. A current list of job openings can be found at cvacoop.com/careers/.

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Join our team and help us look toward the future to continue to provide the best agronomy, energy, feed and grain products and services. Consider working in one of these areas:

- Talent
- Corporate Marketing
- Accounting
- Grain Merchandising
- Sales
- Precision Ag
- Research & Development
- Agronomy Operations
- or join our Summer and Fall internship programs!



FOR A COMPLETE LIST OF CVA LOCATIONS AND CONTACT INFORMATION, VISIT WWW.CVACOOP.COM



CENTRAL VALLEY AG LOCATIONS

Central Valley Ag is a farmer-owned cooperative committed to growing our business and serving our customers. Our ongoing commitment is to help each member-owner achieve individual success.

CVA is focused on providing the highest quality, value-added products and services to respond to continually changing customer needs. Our goal is to grow agriculture together with our customers to help feed the growing population.

We will strive to make sure we continue to be a financially strong supplier long into the future. We remain committed to successfully pursuing an aggressive growth journey by focusing on:

- Maintaining strong relationships with our member-owners
- Building and retaining a diverse pool of talented employees
- Exceeding customer expectations as a valued and total solutions partner

- Upholding a commitment to corporate citizenship in our local communities.

We look forward to serving you and future generations with your ever-changing agriculture supply needs at the following locations across Nebraska, Kansas and Iowa.

• • •

GROWING AGRICULTURE

together®

free

EDUCATIONAL
RESOURCES

FOR THE CLASSROOM, HOME, OR WORK

www.growingagriculturetogether.com



Sometimes,
it starts with a
Conversation

Growing Agriculture Together is a multi-platform campaign put together by Central Valley Ag. Our goal is to help educate future and current producers, consumers, and employees about the agricultural industry and the benefits of the cooperative system.

Cooperatives play an important role in rural communities. By providing tools through an online media center, people of all ages can expand their knowledge about the agricultural industry and understand the benefits of the co-op.

Growing Agriculture Together consists primarily of videos and downloadable resources to use in the classroom, at home, or in the workplace. In the media center, you will find various topics to choose from, including cooperatives, grain, energy, agronomy, and feed. Pick a topic and grow with us by incorporating the educational videos and free downloadable resources into your lessons.

WHAT IS A *co-op?*

WHAT IS *grain?*

WHAT IS *energy?*

WHAT IS *agronomy?*

WHAT IS *feed?*

GROW *more*

CENTRAL VALLEY AG

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