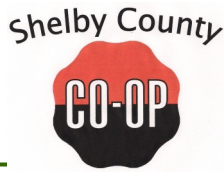


JANUARY, FEBRUARY,
MARCH 2017

Volume 8, Issue 1



Shelby County Co-op



Shelby County Co-op Newsletter

Message from the Manager

THINGS ARE LOOKING UP

Manager Denny Frey

2016 was a challenging year for most of the Agricultural Industry and the Energy Industry. Our co-op like most the other member co-ops found the year-end bottom line under budget. All the industry experienced a record warm winter causing extremely low volumes in energy, grain prices extremely low, huge deductions in supplier patronage and inverted contract positions. Our bottom line was quite challenged.

What we learned from 2016 is when you look at the total picture it's comforting to know that "THINGS ARE LOOKING UP" in our future. Due to our size, we will always be working hard to compete with our huge competitors but your co-op is putting things in place to continue to stay competitive in the future. Considering our size we are committed to knuckle down to compete and diversify with other opportunities our competitors doesn't have or can't offer. We focus on your business as a single opportunity and we are committed to set the standard on personalized services to meet your individual business needs. Being volume driven often requires the supplier to offer recommendations that carry a higher risk of falling short for your best return on investment and often is designed to benefit the supplier and therefore disregarding best results impacting your input cost. We are committed to focus on your individual needs to assure you the best earning potential for you. Shelby County Co-op (**Your Co-op**) is an example of investing to meet your needs. We are proud of our employee's history, follow-up to learn from the results, their dedication to you and our state of the art equipment. This all came with a higher cost to better serve your individual needs, to prove the agility to tailor fit your needs not ours, and to provide an assurance for a better net-back to you.

"THINGS ARE LOOKING UP" to being able to better compete in our future and provide a larger patronage to you. Last year, your Shelby County Co-op made a large investment in employee's benefits, equipment, and still was able to make changes in areas to cut our operating expense \$991K or 13.9%. This promises your Shelby Co-op a healthy future; and when given a normal winter; we will have greater earnings potential. Larger earning potential for

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Board Meetings:

- January 30, 2017
(note date change)
- February 27, 2017
- March 27, 2017

Meeting held 4th
Monday of each
month.

Shelby County Co-op
Conference Room
2350 E State Road 44
Shelbyville, IN

Annual Meeting Success

2016 89th annual meeting of the members of Shelby County Co-op happened Saturday evening, December 10th at the Knight of Columbus Hall in Shelbyville Indiana.

The event was attended by 50 members of Shelby County Co-op, 35 guests and 18 employees.

The evening was lead by Board President, Jeff Maurice. Financials for fiscal year 2016 were presented by Controller Randy Sprague followed by the manager’s year in review by General Manager/CEO, Denny Frey.

Two returning board members were unopposed therefore re-elected. Tim Tennell representing townships Jackson and Washington. Robert Foltz representing Union and Marion townships.

All members were given a free gift of a notebook set and gift bag as well as a \$25 gift certificate to Ace Hardware Shelbyville!

Before a wonderful chicken dinner was enjoyed by all, the meeting was closed out with a door-prize raffle with the big winner being member, David Roberts, of Linro Farms. David took home a cooler donated by Shelby County Co-op vendor, Bayer Corp.

After the Annual Meeting, the board of directors met for a brief session to elect 2017 board officers. Elected for a second term as President is Jeff Maurice with Robert Foltz as vice-president, Mark Callahan as secretary and Denny Frey as treasurer. These terms will be held for one year.

Thank you to all who attended. Your continued business is our business!

Did you attend our 2016 Annual Meeting?
 Did you like the evening or would you like to see the meeting go back to the breakfast format?

We want to hear from you!

Let us know ~ email Denny at d.frey@shelbycountyco-op.com or call the office at 317-398-6655 during regular business



New spreader coming to Rays Crossing Crops branch in 2017

- ⇒ 2017 TerraGator Model 8300B
- ⇒ Air Ride Cab
- ⇒ Extended Mirrors
- ⇒ Raven Technology System
- ⇒ Increase compartment size

ACE has a NEW FACE

Stop in to Shelbyville Ace Hardware store and see what we have done for you.

STORE HOURS: **317-398-9729**

MONDAY THRU FRIDAY 7:30 AM—6:00 PM

SATURDAY 7:30 AM—5:00 PM

SUNDAY 10:00 AM—3:00 PM

- New Lighting
- Reorganized
- Lower shelves
- New Products
- Craftman Tools
- Internet Orders
- Welding Gas
- Wood Stove Pellets



Shelby County Co-op Member

Medical Clinic

Have you heard?

Watch your local offices for dates of our Town Hall Meetings at branches and customer farms to learn more about the Medical Clinic being offered to Co-op member families.

Sign up begins March 1, 2017.

Access to the clinic begins April 1, 2017 for a one-time annual fee.

Call the office for more details!



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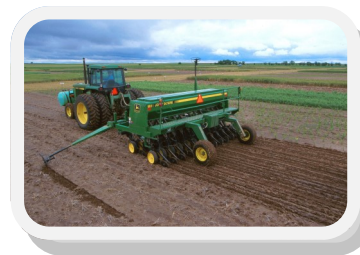
your co-op opens opportunity to invest more in your changing needs, to tailor fit your business for better return, offer benefits to your business to cut cost for you too. As a result your profitability should grow too.

“THINKS ARE LOOKING UP” In the auditor’s comparative analysis which compared us to 17 other co-ops, Shelby County Co-op was number one best in Receivable Aging, Debit to Equity Ratio and Fixed Charge Coverage. In fact, your Shelby Co-op was above average in 8 of the 17 categories reported.

Lastly, our employees and I **THANK YOU** for the opportunity to serve you! Our serving you this year is exciting and promising.

Denny Frey

Safe
Planting!



Shelby County Co-op

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U.S. Postage
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2350 E State Road 44
Shelbyville, Indiana 46176

Phone: 317-398-6655
Fax: 317-421-2089
E-mail: t.roberts@shelbycountyco-op.com

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Shelbycountyco-op.com

Helping Farmers Help Themselves



CONGRATULATIONS LORNA

**ANYONE WHO STEPS FOOT IN OUR RAYS
CROSSING CROPS BRANCH KNOWS WHO
LORNA IS!**

**AFTER 12 YEARS WITH SHELBY COUNTY CO—
OP CROPS DEPARTMENT, LORNA IS RETIR—
ING!**

**LORNA IS LOOKING FORWARD TO MORE
FREE TIME TO VOLUNTEER, HELP AT HER
CHURCH & FAMILY TIME.**

**LORNA WILL BE WITH US THROUGH THE
END OF FEBRUARY 2017.**

**SHELBY COUNTY CO-OP HAS
BEST WISHES FOR LORNA IN
HER FUTURE!**



Think Spring



**Planting Season is around the corner.
Do you have all your pre-plant needs
covered? Call our Crops Managers to—
day or schedule your spring soil sam—
pling.**

**Neil 317-402-5015 Mike 317-512-4638
Carl 317-402-0289**