



Perham (218) 346-6240
Fax (218) 346-6241

Lakes Area Cooperative

P.O. Box 247
Perham
Minnesota 56573

“Coop Scoop”

Spring Edition 2017

C-Stores

Perham Oasis (218) 346-7810
Ottertail Oasis (218) 367-3626
Dent Oasis (218) 758-3300
Menahga (218) 564-5264
Park Rapids (218) 237-2667
Akeley (218) 652-2665

Bulk, LP, Gas & Diesel

Perham (218) 346-3500
Menahga (218) 564-4453
Toll Free 866-346-5601

Feed

Perham (218) 346-7075
Menahga (218) 564-4421
Toll Free 800-935-8951

Locker Div. (218) 346-6245
Fertilizer Div. (218) 346-2355
Milk Div. (218) 346-6240
Battle Lake Coop (218) 864-5574
Vergas Country Store (218) 342-2441
Wolf Lake Coop (218) 538-6660
Menahga Farm (218) 564-4453

Lakes Area Cooperative

www.lakesareacoop.com

The General Manager's Corner...

Dear Patrons

3/1/17

The board of directors and employees of Lakes Area Cooperative (LAC) thank you for a successful 2016. Please join us for the 104th Annual Meeting of the Lakes Area Cooperative to be held at a new location on March 23th, 10:30 AM @ the Lions Hall in Wolf Lake. At the annual meeting, stockholders will elect three directors for three year terms, financial reports will be given, future plans discussed and lunch will follow. We also will be holding our booking day at this location the afternoon of March 23rd so mark your calendars. The schedule will be as follows:

10:30 -12:00 LAC Annual Meeting
12:00-1:00 Lunch
1:00-3:30 Booking Day

In 2016 LAC recorded sales volume of over 62.5 million dollars and an additional 13.3 million in sales in our 50/50 owned LLC, Professional Agronomy Services. We are pleased to be able to report positive local earnings for 2016, and also we anticipate record payments of past equity to our patrons at your annual meeting. Thank you for the continued support of your company.

This past month Lakes Area Cooperative purchased a convenience store located on Hwy71 in Clarissa. The location will be remodeled this spring and rebranded as a Cenex/LAC location. This addition will grow your business and gain another retail store to earn profits and pay back patron equities, as well as serving the Clarissa community. This purchase marks the tenth location you own that has retail gas and diesel. The store will also open up a critical strategic avenue for us to source gas and eventually diesel from a new Cenex terminal located Sauk Center. This new allocation of refined fuel gallons will help out the entire supply for LAC during times of low product at our normal terminals in Alexandria and Fargo.

2016 has been an economically challenging year for agriculture and our local farmers. For those of you not involved in agriculture, remember to be grateful for the people who take these financial risks on a day by day basis and do the honorable job of feeding the world. LAC employees are honored to be a tool to serve these food producers.

Thank you for choosing LAC!

Dale Tellinghuisen
General Manager
Lakes Area Cooperative

LAKES AREA COOPERATIVE ANNUAL MEETING NOTICE

NOTICE IS HEREBY GIVEN that the 104th Annual Meeting of the common stockholders of the Lakes Area Cooperative will be held Thursday March 23, 2017 at the Wolf lakes Lions Hall 122N Manninen Ave | Wolf Lake, MN

Registration starts at 10:00 a.m
with the Meeting beginning at 10:30 am.

The purpose of the meeting will be as follows:

- To review the Annual Report
- To elect three directors for three year terms
- To conduct any other business properly brought before the meeting

Lunch will be served following the meeting.

Dated 2/28/2017

Marlin Flatau, Secretary

NEWS FROM **Battle Lake** *Eric Spencer, Mgr.*

Greetings from Battle Lake Cenex. I would like to extend a thank you to all of our producers for our continuing success. AS we move towards the spring planting season, it is time to start thinking about your spring maintenance needs. We offer premium quality Cenex oil and grease. From Quicklift to Molyplex 500 we've got you covered. Or maybe a new set of tires for your farm truck. We offer more than a dozen different brands to suit your needs and budget such as Hercules, Hankook, Cooper, and the extremely durable Firestone. We will be having a spring tire sale starting March 27th through April 14th. As Calving season approaches we have added several animal health products to our store as well. Merricks electrolytes, banding supplies, colostrum, scour bolus, and First Defense. Ans as always we stock Amplifier Max and LAC mild replacers and 16% and 18% calf starter. We are also currently adding some fencing equipment to the store, I insulators, post and electric fence wire. We look forward to being your first stop for your unique needs.

NEWS FROM The Energy Department



Jason Aho
Energy Division Mgr.

Greetings from the Energy Division

We would like to say thanks for your business! I would like to give a quick rundown of the policies that LAC has in place for our propane delivery. We do send these out with our contracts, and there is also a copy on our website, but we still have lots of questions regarding them so we are going to share them with you. These procedures are for your safety.

If you are out of propane someone must be present to provide access for our delivery man to your home or business to do the necessary steps to put you back into service.

If you run out of propane and disconnect the line from the large tank and connect it to a small tank (example 20# - 100#), we will automatically pick up the leased tank and you will have to find another supplier.

If you are on will call or on a cash only basis and you run out of propane, on the third out of gas situation the tank will be picked up and you will need to find another supplier.

EXTRA CHARGES ARE:

- \$40.00 for leak test on out to put back into service.
- \$50.00 for same day delivery (within 24hrs).
- \$200.00 for out of propane charge for after hours, weekends, and holidays.
- Minimum delivery is 250 gallons or a fill to receive the best price when calling for a delivery.

Scheduled Delivery- LAC offers a scheduled delivery service that we go off of previous history to schedule your delivery.

Remember that if you change something with your usage such as adding an appliance, using the fireplace more, etc., give us a call as this changes your consumption and will change when you need delivery. Also please help us by keeping an eye on your tank and if we don't get there and it is near 30% let us know. During the winter months your driveway must be kept plowed and accessible or we will not be held responsible for making a delivery.

Will call- This means it is your responsibility to call us when the gauge on your tank shows around 30%, and that in turn gives us 3 to 5 working days to get your propane delivered. If same day delivery is needed and the truck is NOT in your area or you are out extra charges WILL apply.

*The purchase of a LP Pre-pay Contract does NOT automatically put you on a scheduled delivery route.

* If you are on a scheduled delivery and change to will-call for any reason, including COD status, you must contact us to be put back on scheduled delivery.

Thanks from the Energy Division Team,

Barb, Cody, Cory, Dave, Joe, Jon, Justin, Kevin H, Kevin K, Miles, Ron, Tiffany, Tammie, Theo, and Jason

NEWS FROM

Steve Sweere, Mgr

The Perham Meat Market

We are very happy to have gone through a very busy 2016 processing season with our freezer addition and (ultra-source) roll stock packaging machine. We hope everyone was pleased with the quality of packaging that this machine is capable of. The new addition has also freed up our front end of the store allowing us to keep it cleaner and more retail friendly. Several people have also commented on the windows allowing some to watch our cutting.

We want to keep reminding everyone that our ads are on our web site and if you want to receive our weekly ads you should sign up your e-mail address.

We currently stock around 300 meat items from Beef, Pork, Chicken, Fish, Shrimp, Sausages, Bacon, Jerky.

We also have a few grocery items available. milk, pop, Bongards cheeses, along with deli meats and slices cheeses.

As a reminder the garden seeds that we once stocked will no longer be available at our location.

We would like to thank all our customers and co-op patrons for all their past support and hope to continue in the future.

Thanks all of us at your locker division.

The Oasis

Carol Eckre, Mgr.



Spring 2017! It's that time again when we reflect on the year we are wrapping up and the year we are jumping into.

We would like to thank all our loyal customers for their business this past year. It seems with each passing year that the time goes by more quickly between these newsletters. Gas has been substantially lower than last year. That probably accounts for the steady traffic we have seen at our C-stores. Our diesel sales have remained strong through the winter at our Perham location. We seem to have become a regular stop for many of our local semi drivers and we are picking up more over the road drivers all the time. I think the word has gotten out that we have DEF available at the pumps. This makes life much easier for those folks who need this product in their trucks. The numbers are still holding strong considering we are in February already.

The C-stores are always looking for new products to offer our customers. The Henry's food show is coming up soon. It will be interesting to see what "the next big thing" will be for this year. Each year they roll out new products. This show gives us a chance to see what's coming up.

The exciting news for this season is that we are purchasing another C-store location. We will be closing on the Eagle Valley Express store located in Clarissa, MN. Once again we will jump into the exciting time of creating another location with the LAC name on it and introducing ourselves into a new community. We are so pleased that the current manager, Cindy Rowe, will be joining my team of store managers. She comes with a good knowledge of the location and the C-store business. Many of the current employees will be staying on also. We are excited to get the remodel finished, the new equipment installed, and put our shine and sparkle on a new location. Hopefully if you are traveling on Hwy 71 this summer you can take a minute or two to check out this addition to our company!

Once again I would like to thank you for your continued support of our coop. We hope to see you at any or all of our locations this summer! Have a Great 2017!

NEWS FROM The Milk Department

Luke Flink, Mgr.

Did you know? Did you know that in 2016 Lakes Area Cooperative hauled 189,500,000 pounds of milk total? If all of this milk were bottled, it would fill about 23,687,500 gallon jugs! That's enough milk to fill 36 Olympic swimming pools! (Of course, all of the milk we haul is made into cheese...)

146,600,000 of these pounds came from Lakes Area Cooperative Patrons, while 42,900,000 pounds came from contract hauling. As always we Thank You for your continued patronage to your growing cooperative, and we look forward to serving you in years to come. **Josh Johnson, Erik Pfeifer, Dave Strom, Jim Barry, Bob Lackmann, Carl Hoffmann, Daryl Ruther, Mike "Hoss"**

NEWS FROM Professional Agronomy Services

Charlie Guck
P.A.S. Mgr.

I would like to start by thanking our customers for their past and future business.

Our 2016 harvest was one of the best we have ever seen for both corn and soybeans. We had dryland soybeans in some cases yielding better than the irrigated and the corn did extremely well also. With the high yields we had, we will see higher than normal nutrient removal. Some of the soil test results from last fall were lower on P and K than we had expected. Since DAP and Potash have gone down in price, it might be a good time to try and build them back to adequate levels.

We have been working all winter to get our equipment ready for spring as I'm sure most of you have been as well. The one piece of equipment I believe is the most important on your farm is your planter. We have only one chance to get the seeds placed in the ground correctly. It is proven that an even emergence in corn is critical for top end yield. Some of the things we should be looking for are, worn seed openers, seals, brushes, backing plates, seed disks and rusty drive chains. Any one of these can lead to a less than perfect stand. We can test and fix John Deere and Kinze meters. If you have seed units or meters you would like to have tested, let us know.

We have a couple of new faces at our locations. In December we hired Kevin Kyar at our Wadena location and we moved Jake Caughey to Perham to help out here. Kevin graduated from Ridgewater Collage and comes on board with over 15 years of agronomy experience. Jake is a 2015 graduate of NDSU majoring in Crop and weed sciences. He has been working at our Wadena location since graduation and if you haven't heard already, we lost Ric Dertinger in January after a short battle with cancer. Ric was a long term applicator for us. He was always willing to put in as many hours as necessary to get the acres covered. He will be missed.

Thank you from the PAS team and we wish you a safe and prosperous season.

NEWS FROM Wolf Lake Coop

Hello and greetings from the Wolf Lake Coop! I am Jim Taylor and I started as manager at the Coop in October of last year. It has been great getting to know all of the Coop employees in this store and around the area, as well as our loyal customers. Our Team has been busy working to restock and organize the store, making the store more "shopper friendly." We have been increasing not only our stock levels but adding product selection. One of the new lines added is a selection of small kitchen countertop appliances, such as blenders and toasters. In plumbing, we are adding PEX fittings, along with a crimper available for rent. Also new are PVC electrical conduit and fittings, and we have expanded our line of plumbing PVC fittings, as well. Please ask us about items that you are needing but we currently don't stock—if we don't have it, we will work to get it for you.

Our tire business continues to grow, thanks to our loyal Coop customers. We want to remind you that we make hydraulic hoses to fit your equipment and offer chain saw sharpening services. Last year, the Wolf Lake Coop acquired a Brillion small grain planter that is available for rent. Remember, we also stock hardware, plumbing supplies, welding supplies, air fittings, nuts and bolts, automotive products, veterinary needs, bagged feed, gloves, sporting goods, bird seed, and bait, amongst hundreds of other items. We also have a great selection of grocery items, a wide frozen meat selection from the Perham Locker Plant, other frozen foods, beverages, cappuccino, and snacks. Our post office is open from 9am-12pm and 1pm-2pm Monday through Friday, Sat 8am-12pm. We have boxes and envelopes available for your shipping needs, as well. Gas pumps and on-road diesel pumps are open 24 hours per day.

Stop in and check out our new inventory and enjoy a cup of coffee—the pot is always on!

Thank you for your continued loyalty to the Wolf Lake Coop!
Jim, Lisa, Scott, John, Kelsi, Shane, and Jordan.

NEWS FROM The Feed Department

Ben Lindquist Mgr.

We would like to start off thanking all our patrons for their patronage and look forward to serving everyone in the upcoming growing season. Now is the time to reflect back on last years forages harvested and changes to make planting and harvesting to insure our best possible forages for rations and yields if selling your harvest.

A reminder we have added Bruce Winter a Livestock Production Specialist with Purina to assist with beef and dairy rations and questions and Nikki Deyle a Calf and Heifer Specialist with Purina to assist with your youngstock rations and questions. As your cooperative we continue to provide the best possible service to help with your cattle needs and profitability.

With the weather changing so drastic these last months and the new regulations for VFDs it has been a positive change so if medicated feeds are needed to treat affected animal we can assist with requirements to feed the medicated feeds.

Our milk price has gotten more favorable the last couple months and feed cost on the down side it is more profitable to feed for higher milk production and recover from low milk prices last year.

Also a reminder that we have a full line of Tarter gates feed bunks round bale feeders and cattle handling equipment at the Perham Country Store and Real Tuff cattle panels and round bale feeders at Menahga Elevator for all your livestock needs.



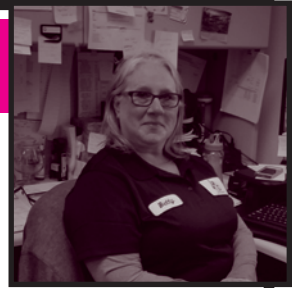
"CREAM OFF THE TOP" *Employee Spotlight*

Some miles stones are worth celebrating, case in point, working for the same company for 25 years. And that would be our own Betty Sczygiel. She is the "go to" gal when it comes to any questions or problems with the milk payroll and the Co-op's patronage and equity.

She lives in the country near Evergreen, which means quite a drive to work and that's where she comes across a lot of interesting wild life, like deer and birds, that are hard to miss both visually and with her car.

Betty has 4 daughters, 3 sons-in-law, 3 granddaughters, 2 grandsons, and another grandchild on the way, 3 foster grandchildren, 3 grand-dogs and 1 grand-cat. In her spare time she enjoys keeping busy with camping, reading, deer hunting and gardening (which could help with the deer hunting), and of course spending time with family and friends.

She loves working with all the farmers and is proud to be a part of such a progressive company having witnessed the Co-op's growth first hand. Here's to another 25 years Betty.



NEWS FROM Menahga Farm and Home

12 Birch Ave. Menahga MN 56464 • 218-564-4453

Jay Pokorny, Mgr.

Hello from Menahga. First of all, I would like to say that we have been busy here at the Farm & Home this winter and past fall and we thank all of our customers for their business.

Spring is just around the corner and it's time to get stocked up on oil and filters for your equipment. Booking Day is March 23 in Wolf Lake but you can book your oil with us in Menahga if you wish. We will have our spring Wix brand filter booking time during the Wix sale period which will run March 6-12. Please note that that this is earlier than the regular booking day and we have to submit our filter order by the 12th.

Get ready for spring and summer driving with some new Cooper or Hankook tires this spring and take advantage of their tire rebate promotions. The rebates will be out soon and the Farm & Home will be running a spring tire sale also! (a week or two in April).

We have had some questions and confusion regarding the phone numbers for our Menahga locations. So here you go: Menahga Farm & Home/garage- 564-4453; Menahga Feed Mill(Elevator)-564-4421; Coop C-Store-564-5264 and for fuel orders/bill inquires please call the main office in Perham at (toll free)1-866-346-5601.

Thanks again for your business and have a great summer!! *John, Greg and Jay*

Recipe Betty's Famous Wild Rice Hotdish

1 - 1 ½ # Ground beef
1 c Wild Rice
1 med onion - diced
2 stalks celery - chopped
1 or 2 family size can Chicken & Rice soup (depends on how much white rice you like)
1 sm can mushrooms - sliced

2 cans cream soup (mix &/or match) (to your desired consistency)
¼ tsp cumin
Soy Sauce (to taste)
Salt & Pepper to taste



Cook wild rice in 3 cups of water until not quite done (al dente' if you will) about 40 minutes. While that cooks brown your hamburger season with Lawrys salt. Just before completely brown add onions and celery and saute till tender

In a crock pot put hamburger mixture, cooked wild rice, cans of chicken & rice, mushrooms, cumin, soy sauce(I start with a couple tablespoons) and 1 1/2 cans of cream soup.

Cook 5 hours on low. Mid way through check for texture. You can add more of the cream soup for creamier or a little chicken broth to loosen it.

ENJOY!

Cream Soups I personally like to use a combination of celery, mushroom or chicken. Cheese soup adds a unique flavor. Also you can add cashews for an added crunch.