

# Annual Meeting

6/20/2024



## Farmers Union Oil of Circle and Terry

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### 94th Annual Meeting Agenda

**11:30 AM** - Registration of stockholders and pick up patronage checks. Lunch will be announced by Jack Larson.

**12:15 PM** - Meeting called to order by Vice President Jack Larson

- Secretary reads the notice of the annual meeting and minutes of the 2023 meeting.
- Approval of minutes and establishment of quorum.
- Prize Drawing

**12:30 PM** - Audit Report presented by Shonda Heide and Mary Heide.

- Prize Drawing

**12:45 PM** - Manager's Report presented by Frank Kasten.

- Prize Drawing
- Scholarship Announcements

**1:05 PM** - Elections to the Board. Director elections for three-year terms currently held by Cody Meidinger and Jack Larson, with their terms ending in 2024.

- Nominations for directors will be accepted from the attendees.
- Prize drawing

**1:20 PM** - Final prize drawing and meeting adjournment

# Manager's Report

HighLift  
6/20/2024

# Organizational Chart

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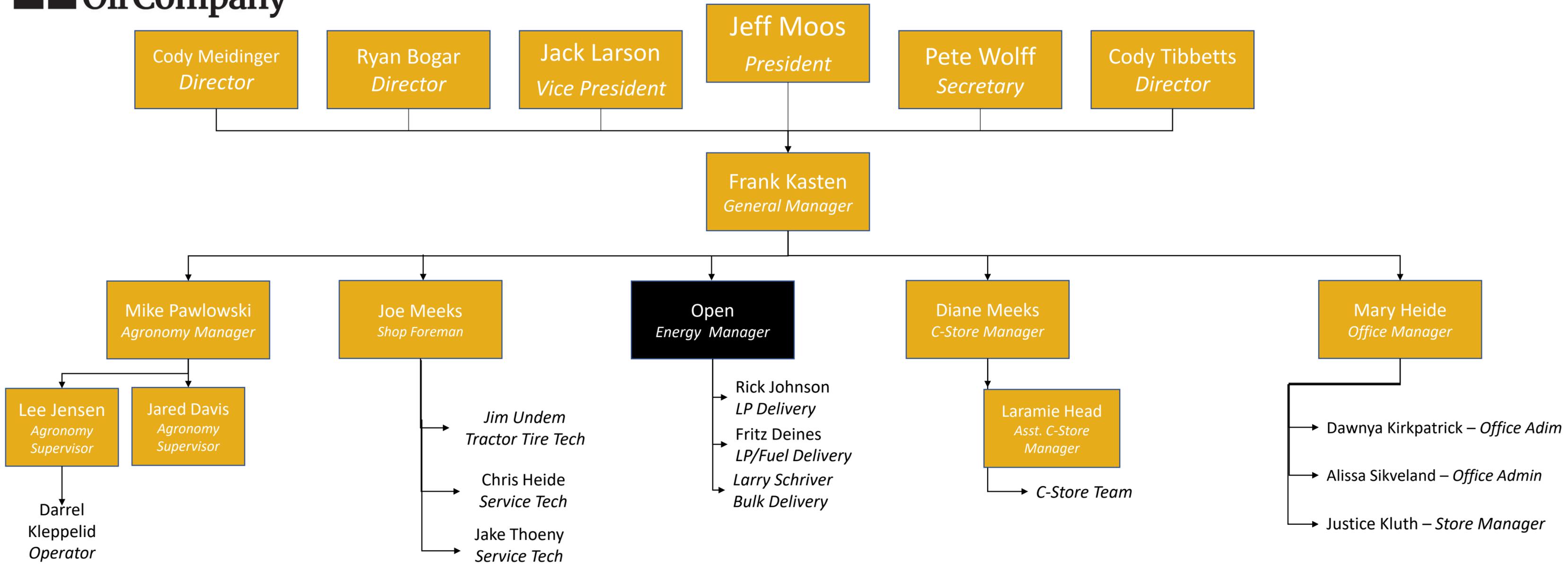
EST.

1930

FARMERS UNION  
COMPANY



Organizational Chart as of 5/31/2024

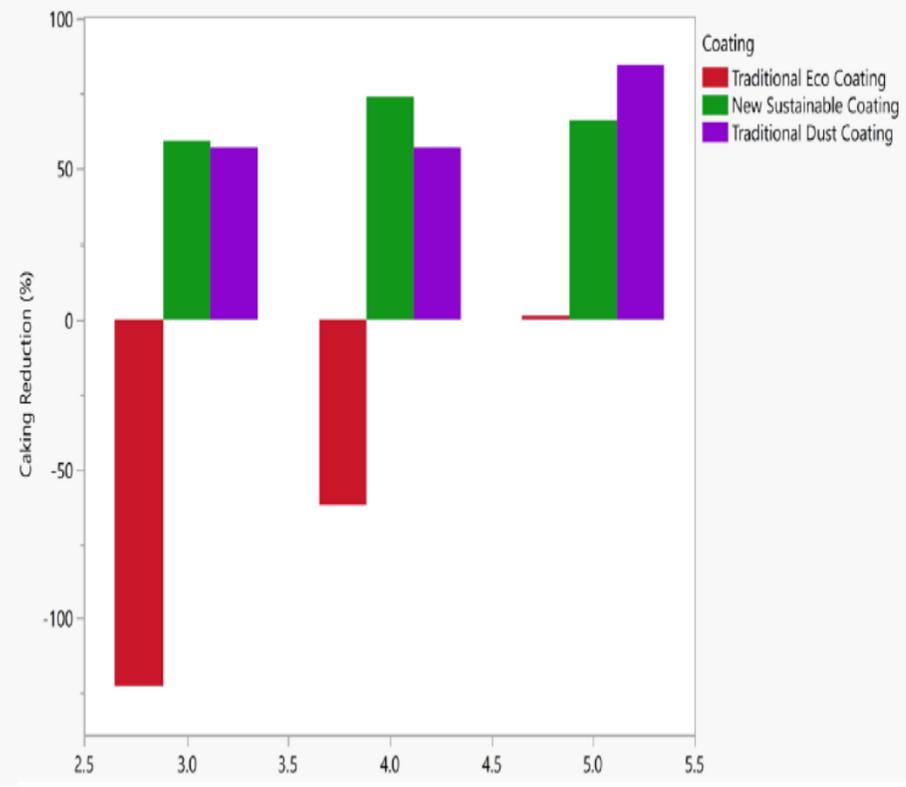
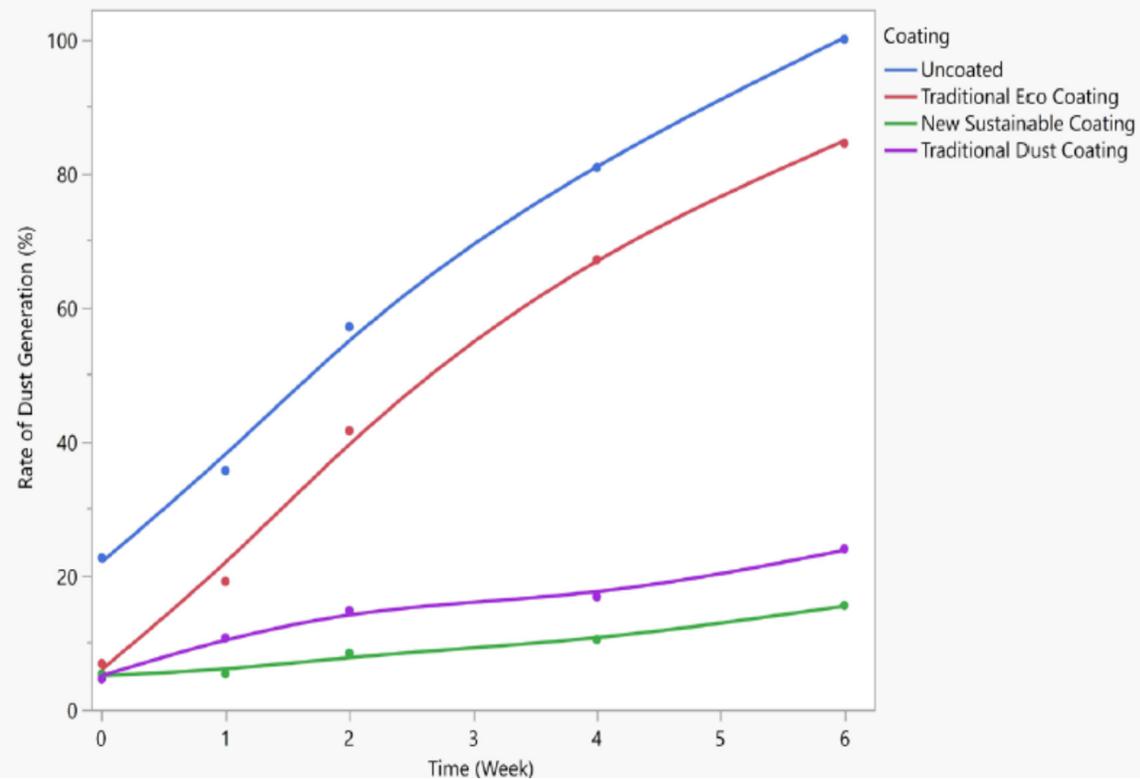


## Performance

- Δ Tons Sold – 17,232 FY23 vs. 12,688 FYTD
- Δ Seed & Chem Sales - \$4.45M vs. \$1.4M FYTD
- Δ \$17M in total ag sales vs. \$14M in 2022

## Quality

- Δ Dustrol
- Δ Agrotain



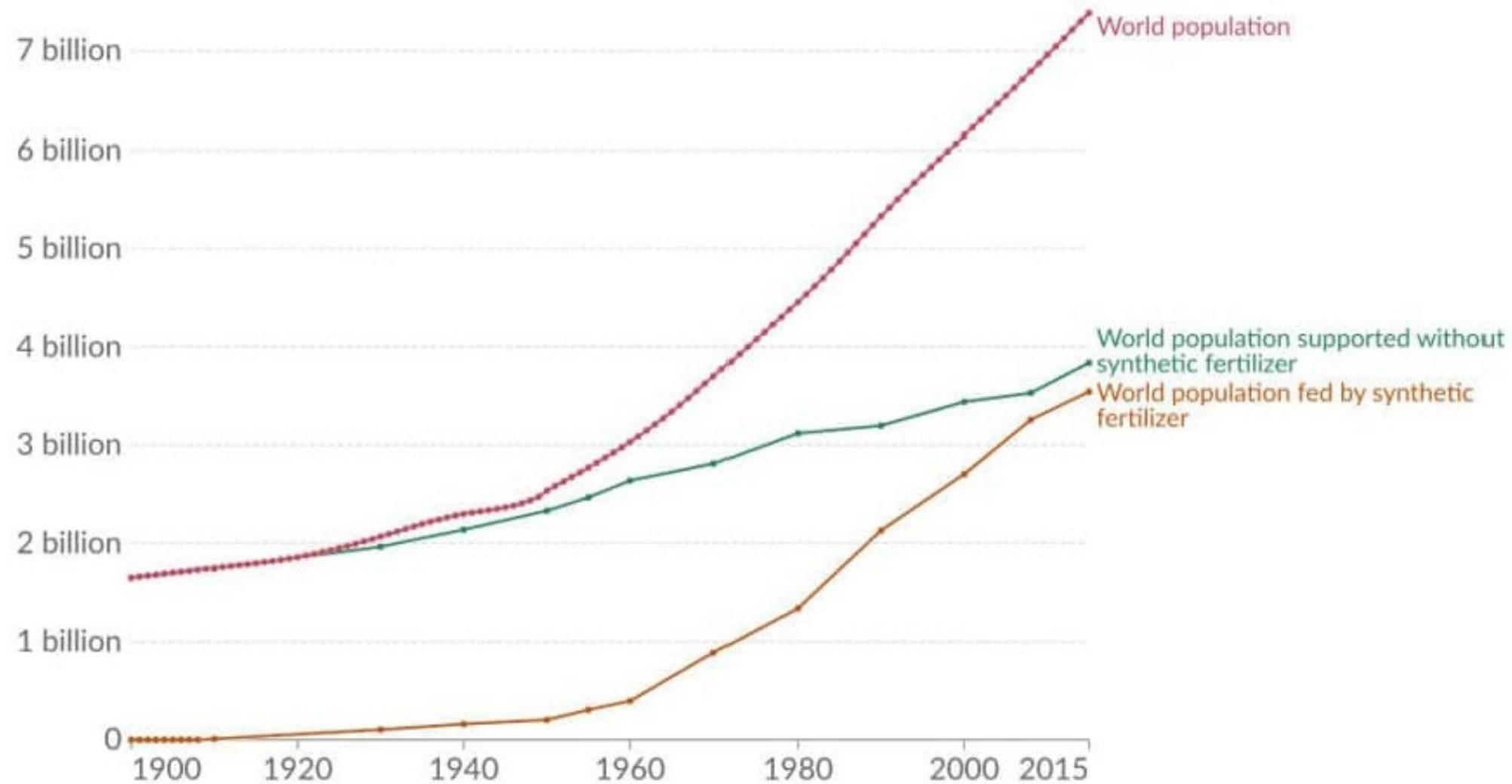
*" If you desire peace,  
cultivate justice, but  
at the same time  
cultivate the fields to  
produce more bread,  
otherwise, there will  
be no peace."*

~Norman Borlaug

## World population with and without synthetic nitrogen fertilizers



Estimates of the global population reliant on synthetic nitrogenous fertilizers, produced via the Haber-Bosch process for food production. Best estimates project that just over half of the global population could be sustained without reactive nitrogen fertilizer derived from the Haber-Bosch process.



Data source: Erisman et al. (2008); Smil (2002); Stewart (2005)

[OurWorldInData.org/how-many-people-does-synthetic-fertilizer-feed](https://ourworldindata.org/how-many-people-does-synthetic-fertilizer-feed) | CC BY

- Net local of \$107k vs. \$233k previous year
- More staff = more expense
  - Kitchen has been more consistent with specials and food output
  - Kitchen did not close a day in March, April, or May of this year
  - 11,588 items baked FYTD



**CStoreDecisions**

**40**  
**UNDER**  
**40**



**DIANE MEEKS, 37**  
C-Store Director

**Company:** Farmers Union Oil Co.  
of Circle and Terry

**C-Store Chain Name:**  
Farmers Union Oil C-Store

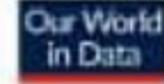
**Headquarters:** Circle, Mont.

**Number of Stores:** 1

**Years With the Company:** 2

## Commodity price index of cereal crops and petroleum, 1850 to 2015

Global commodity price index of cereal crops and petroleum, measured relative to real prices in 1900 (where 1900 = 100).



- Sold 60k more gallons of fuel YOY
- Sold 100k less gallons of LP YOY



### Propane Heat

- 1 gallon of propane produces approximately 91,500 BTUs
- Assuming 90% efficiency
- Cost per BTU \$.00001397
- To put it into perspective, heating your home with propane at the given prices and efficiencies is approximately 2.80 times less expensive than heating with electricity.



### Electric Heat

- Electricity: 1 kWh produces 3,412 BTUs
- Assuming 100% efficiency
- \$.1333 per kWh
- Cost per BTU \$.00003907

## Scholarship Recipients

Farmer's Union Oil Co.  
*Proudly Serving Our Customers*





**Blake Labdell**

**University:** Wichita State University (Aerospace Engineering)

**GPA:** 4.0

**Letters of reference:** Lindsey Nagle and Susan Erlenbusch

**Extracurricular:** Business Professionals of America, Speech and Drama, Honor Band, Choir, Blue Shadows, Academic Olympics



**Cheyenne Eissinger**

**University:** Rocky Mountain College (Certified Flight Instructor)

**GPA:** 3.8

**Letters of reference:** Diane Meeks & Tara Hubing

**Extracurricular:** National Honors Society, Class President, Student Council, Cross Country, Basketball, Sports Manager, Various Volunteering



**Codi Nagel**

**University:** Dickinson State University (Ag Business)

**GPA:** 4.0

**Letters of reference:** Angela Kreiman (Piano Instructor), Celinda Melton ( Insurance Agent)

**Extracurricular:** Ranked #1 in Academics out of 72 Peers, National Honors, All-State Volleyball, All-Conference Basketball, All-State Track, Heavily Involved in Church



**Grace Gackle**

**University:** Miles City Community College (IT, Graphic Design)

**GPA:** 3.88

**Letters of reference:** Tara Hubing & Mauri Elness (Principle)

**Extracurricular:** Volleyball, Basketball, Track, All-State Academic, Business Professionals of America



**Kaitlyn Thoeny**

**University:** Dawson Community College (Business Management to Own Barbershop)

**GPA:** 3.53

**Letters of reference:** Ashlee Sunderman & Rhonda Voss

**Extracurricular:** 4H, Volleyball, Speech and Drama, Band, Choir, Gymnastics



**Taylor Mury**

**University:** Miles City Community College (Business Management to Own Barbershop)

**GPA:** 3.53

**Letters of reference:** Ashlee Sunderman & Rhonda Voss

**Extracurricular:** Volunteering, Basketball, Rodeo, Business Professional of America, Patriot's Pen, Math Academic Award, Student Council



**Hailee Heitz**

**University:** Hair Society Institute of Cosmetology (Cosmetologist)

**GPA:** 3.94

**Letters of reference:** Ashlee Sunderman & Sharla Sackman

**Extracurricular:** 4H & Volunteering is all she listed

# Community Investments

Farmer's Union Oil Co.  
*Proudly Serving Our Customers*



1. Football Scoreboard
2. Veterans
3. Terry Hospital
4. Terry Rodeo Club
5. Circle Rodeo Club
6. Community Events
7. Community Benefits



**Donations: \$43,769**

# Capital Investments

Farmer's Union Oil Co.  
*Proudly Serving Our Customers*



## This Year

*Mission: Our mission is to actively listen to and identify the needs of our community, striving to meet those needs through innovative services, strategic investments, and impactful community investment. We are committed to being a strong, reliable resource for our community, fostering an environment of mutual respect, support, and growth.*

### Growth Targets:

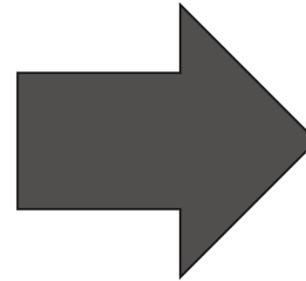
- Stay on pace of 3.2M gallons of fuel
- Gain market share on propane but is heavily dependent on weather
- Turn fertilizer plants 2x or 19,000 ton
- Chemical sales sustained at \$4M+
- Consistent profitability in Terry
- Tire shop to be profitable
- Continue to manage to cash vs. leveraged assets reduction of \$145k in interest

### Capital Improvement:

- Upgrade bobtail to increase efficiencies as we grow in Miles City
- Chemical shed to increase efficiencies and save

### Patron & Community:

- Be recognized within the community as a company that gives back some of the money you spend
- Retire stock from 1995-2000



## 5 Year

### Growth Targets:

- Improve logistics and reduce freight in the tune of \$175k per year
- Realized market share gain in LP by cresting 1M gallons
- Turn fertilizer plants 2.5x or 23,000 ton
- Tire shop to be consistently profitable
- Established fleet management from mobilization to maintenance with a goal to reduce expenses by 10%

### Capital Improvement:

- Overhaul of accounting systems, customer billing, and account management

### Patron & Community:

- Employ top talent to ensure that we meet growers where they need us
- Forefront of agronomic change to adapt to needs

# Operating Line

