



Volume 20 | Quarter 2 | 2026

Ag Partners News

Between *the* Seeds

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CEO Update

Strong Roots. Stronger Futures.

Preparing for the Season Ahead

As we move into the spring, many of you are either preparing for or already beginning another planting season. This time of year always brings a renewed sense of optimism, but it also comes with a unique set of challenges in navigating an increasingly complex agricultural landscape.

Across the industry, uncertainty is still a common theme. Global events, shifting trade dynamics, and ongoing cost pressures all play a role in shaping the decisions made on the farm and within cooperatives like ours.

Global Impacts Close to Home

One of the most notable developments impacting agriculture in recent months has been the conflict involving Iran. While geographically distant, the ripple effects have been felt here at home. Particularly within the energy and fertilizer markets.

Volatility in global energy markets has led to fluctuations in fuel prices, which directly impact everything from field operations to transportation and logistics. Additionally, fertilizer markets have responded to these global disruptions, creating uncertainty around both pricing and availability for the spring season.

As we've discussed in the past, agriculture operates within a global system. Events across the world can quickly influence local conditions, and this is another clear example of how interconnected our industry has become.

Supporting Your Spring Planting Needs

Despite these challenges, our focus remains on readiness and reliability. Our teams have spent the off-season working to position Ag Partners to meet your needs this spring.

From securing product supply to coordinating logistics and application schedules, we are committed to helping you navigate the season ahead as efficiently as possible. Communication will continue to be critical, so please stay in close contact with your local teams to ensure we can respond quickly to any changes in your operation.

Fiscal Year Progress

We are currently halfway through our fiscal year, and I'm pleased to report that Ag Partners is tracking ahead of our budgeted forecast at this point. While there is still a long way to go before we close out the year on August 31st, this is an encouraging position to be in, given the current market environment.

Our teams continue to adapt to evolving conditions, whether that be commodity markets, input costs, or broader economic pressures, to ensure we are making every effort to deliver another successful financial year. As always, our goal remains the same: to operate efficiently, manage risk, and ultimately return value to you, our member-owners.

Annual Meeting & By-Law Updates

At our Annual Meeting on January 13th, membership voted in favor of the proposed by-law changes. Most notably, the approved changes include transitioning our equity program from a pro-rata to an age-of-equity structure. This new approach establishes equity pools based on when equity was earned and is designed to retire the oldest equity first in a fair and equitable manner for membership over time.

We believe this change will position the cooperative well for the future while continuing to prioritize returning value to our owners, and we appreciate the strong engagement and participation from our members on these important topics.

Returning Value to Membership

Over the past 10 years, Ag Partners has returned more than \$25 million in cash to our members through cash patronage and equity redemptions. This past year alone, approximately \$2.5 million was paid back through equity retirements and estate settlements, right in line with our 10-year average.

This continued ability to return value is a direct result of your support and the strength of the cooperative model.

Strategic Growth Through Partnership

We are also pleased to share the recent announcement of a successful merger vote with Berwick Oil Company, an energy cooperative whose trade territory closely overlaps with our own. Following a required vote, Berwick Oil patrons approved the merger, allowing the process to move forward with an effective date of July 1, 2026.

Both organizations believe this partnership represents a strong strategic fit, with opportunities for operational efficiencies, expanded services, and long-term stability while maintaining the local service our members expect. Over the coming months, our teams will focus on integration planning to ensure a smooth transition and a continued high level of service for our customers.

Looking Forward

Spring is a time of opportunity, but it also requires careful planning and execution. While the challenges in today's environment are real, so too is the resilience of the American farmer and the cooperative system.

At Ag Partners, we remain committed to standing alongside you, providing the products, services, and support needed to help your operation succeed.

On behalf of our board of directors and employees, I wish you a safe, efficient, and successful spring planting season.

- Wes Spohr, President & CEO



Berwick Oil and Ag Partners Cooperative Announce Merger Approval

Press Release

March 12, 2026 – Berwick Oil Company and Ag Partners Cooperative are pleased to announce that Berwick Oil patrons have approved the proposed merger of the two cooperatives, following a second membership vote held on March 11.

Under Kansas state law, a merger between two Kansas-based cooperatives requires approval by a two-thirds majority of voting members. In the March 11 vote, Berwick Oil patrons voted 134 in favor and 65 opposed, exceeding the required threshold and formally approving the merger.

Due to the difference in overall member equity between the two cooperatives, only Berwick Oil voting members were required to participate in the vote. While Ag Partners patrons were not required to vote, the two cooperatives share a significant number of mutual customers.

The merger will become effective July 1, 2026, aligning with Berwick Oil Company's fiscal year.

Both Boards of Directors and management teams believe the merger is in the best interest of both cooperatives. A comprehensive feasibility study and due diligence conducted over the last year demonstrated opportunities for operational efficiencies, expanded services, cost savings, and long-term stability for customers, while maintaining strong local service.

With the merger approved, leadership teams and employees from both cooperatives will begin implementation and integration planning to ensure a smooth transition and continued high level of service.

CRO Update

Aligned for the Season Ahead

As we head into another growing season, there's a lot happening - both legislatively and within your cooperative. We want to keep you informed about issues affecting your operation, while also providing an update on how Ag Partners is performing and preparing for the months ahead.

Legislative Update

At the state level, one of the most important issues we've been engaged in this session is a pesticide labeling and liability bill called Kansas House Bill 2476. In January, Wes Spohr testified before the Kansas House Agriculture Committee in support of the legislation. The bill passed the House with strong bipartisan support (81-36) and later advanced to the Senate Agriculture Committee, where I had the opportunity to testify in early March.

At its core, HB2476 would establish that if a pesticide label is approved by the EPA, that label satisfies all Kansas warning requirements, while also limiting additional state-level "failure to warn" claims. This is an important distinction. Without these protections, manufacturers could face lawsuits even when products are applied exactly as directed - right product, right rate, right time. Over time, that legal risk has the potential to reduce the availability of key crop protection tools and ultimately increase input costs for producers.

While the bill was initially tabled in the Senate Agriculture Committee, it has since been amended with additional language in an effort to move it forward. We will continue to stay closely engaged on this issue, as it directly impacts your operation and our ability to provide consistent, reliable agronomy solutions.

At the federal level, passage of a new Farm Bill is critical, particularly in maintaining crop insurance

programs and PLC and ARC safety nets that help establish revenue floors for producers. In addition, year-round approval of E15 would strengthen domestic corn demand and reduce reliance on export markets, while the ongoing review of the USMCA trade agreement remains important in maintaining strong relationships with two of our largest grain buyers, Canada and Mexico.

Business Performance Update

Through the first six months of the fiscal year, all divisions are performing ahead of last year, putting Ag Partners in a strong position ahead of the next busy season.

Our Energy division has performed well overall, despite the lack of prolonged cold-weather demand for propane this winter. As planting season begins, diesel demand is expected to increase, although the price hikes through March are a big concern. Hopefully, we'll have some stability, and prices can come back down. As usual, it takes times like these to appreciate pre-season fuel contracting.

In Agronomy, early sales programs have been strong across the trade area, and those purchases have been rewarded during recent market volatility. However, the next few months are always the most critical, as this is effectively the "harvest" period for the agronomy division. With warmer-than-normal conditions in March, we are already off to a fast start.

The Grain division has benefited from a strong harvest with good-quality grain, continued market volatility that kept bushels moving, and solid domestic demand, which kept buyers at the table. Volatility continues to create opportunities, and through disciplined risk management, we are working to protect downside risk while still capturing upside potential.

Within Identity Preserved (IP), there's been delays restarting plant operations in Lathrop, but progress continues; we even cleaned our first soybeans through the new plant in late March. We are building new domestic demand channels, seeing strong local support for non-GMO soybean production, and preparing future offerings such as E3 soybeans. Our focus remains on getting the plant fully operational and running efficiently, including extended hours and weekend operations when needed.

Market Outlook

Looking at the coming months, weather will be the primary driver of market direction, along with the ongoing balance between corn and soybean acreage. At the same time, global uncertainty, including tariffs and geopolitical issues, will continue to influence markets and create volatility. The current volatile environment is unlikely to settle quickly, which makes disciplined marketing and risk management strategies as important as ever.

Marketing Tools & USDA Reports

As of this writing, we are approaching the March 31 USDA report, one of the most important reports of the year, which provides the first look at planting intentions and updated grain stocks to help set the tone for the marketing year ahead.

Given the level of volatility we've seen, we continue to encourage the use of target offers (open orders) as part of your marketing plan. These cost nothing to establish, work nearly around the clock, and allow you to capture pricing opportunities that may only exist for a short period in fast-moving markets. If you're unfamiliar with target offers or need a refresher, I encourage you to contact our grain team.

Customer Engagement

This year, our teams are emphasizing customer ride-alongs across all divisions to strengthen relationships and better understand your operation. Our goal is simple: earn more of your business by delivering better service and more complete solutions across agronomy, energy, grain, and IP.

If you haven't yet had the opportunity to participate, we would welcome the chance to visit with you and explore additional ways we can provide value to your operation.

Berwick Oil Company

If you haven't heard, the membership of Berwick Oil Company recently voted to merge with Ag Partners, effective July 1, 2026. This alignment strengthens our ability to serve customers while creating opportunities for added efficiency, expanded offerings, and long-term innovation.

Berwick has a strong presence in their communities, with a history dating back nearly 100 years. That kind of longevity speaks to the quality of their people, their relationships, and their commitment to their

customers, which are values that align closely with our own. We're excited to welcome Ashley Shupp and her team to Ag Partners and look forward to the added strength they bring to our organization.

Bringing two organizations together without disrupting day-to-day service is never simple, and change can be uncomfortable. That said, our priority is clear: customers should not see an interruption in service. While there will inevitably be differences in processes and some changes over time, we are committed to communicating clearly and consistently throughout the transition, always keeping the customer at the center of our decisions.

As we move into planting season, we know the pace picks up quickly, and the importance of each decision increases. On behalf of everyone at Ag Partners, thank you for your continued trust and business. We truly appreciate the opportunity to work alongside you.

We wish you a safe, efficient, and prosperous growing season, and we look forward to supporting your success in the months and years ahead.

We appreciate your business!

- **Brice Elnicki, CRO**

NEW EMPLOYEES

Phillimon Makhubela

Operations & Delivery Technician | Belvue, KS

Landen Carr

Operations Technician | Sabetha, KS

Landyn Brobst

Operations & Delivery Technician | Hiawatha, KS

Eduardo Rudon Gonzales

Operations Technician | Willis, KS

Eduardo Rudon Rios

Operations Technician | Powhattan, KS

Operations Update

A Strong Start

As we move through the spring season, Ag Partners is encouraged by the strong start to our 2026 fiscal year and the momentum we are seeing across our business. Through the first half of the year, the cooperative is performing ahead of budget and last year's pace. While agriculture is always influenced by weather, markets, and timing, this early performance reflects disciplined operations and a continued commitment to serving our customers and patrons well.

Just as importantly, this progress is occurring during one of the busiest and most critical times of the year for our patrons. Our employees are working long hours to support spring planting preparations, nutrient application, and timely service across our trade territory.

Spring Fertilizer Season and Anhydrous Ammonia

Spring fertilizer application is in full swing, with anhydrous ammonia, dry fertilizer, and liquid nutrient programs moving as quickly as conditions allow. Our agronomy teams are focused on helping customers make the most of narrow application windows while maintaining a strong emphasis on safety, stewardship, and equipment readiness.

Anhydrous ammonia continues to be a key component of many fertility programs, and safety remains a top priority. Our teams are trained to handle and transport products responsibly, and we appreciate the cooperation and patience of our customers as we work through this high-demand season. Despite the intensity of spring work, our goal remains the same: to provide reliable, timely service that helps our patrons stay on schedule.

Investing in Facilities That Create Long-Term Value

Ag Partners continues to invest in infrastructure that supports long-term value for our patrons. One example is the progress being made at our Lathrop IP facility. Major pieces of equipment, including the

cleaner, destoner, and belt sorters, are installed, and power has been brought to the site. As testing and final preparations continue, the facility is moving closer to operation.

Once fully online, the plant will begin cleaning product for market, with additional capabilities added over time. This investment strengthens Ag Partners' ability to operate efficiently, expand market opportunities, and position the cooperative for future growth, all with the goal of returning value to our patrons.

Addressing Labor Challenges Together

Like much of the agricultural industry, Ag Partners continues to face labor shortages, particularly during peak seasons, like spring. These challenges can create pressure on schedules and operations, but our employees have done an outstanding job stepping up to meet customer needs.

We also believe our patrons can play an important role in helping us recruit and retain quality employees. Ag Partners is proud to be a locally rooted cooperative, and personal connections remain one of the most effective ways to find good people. If you know someone who may be a strong fit for Ag Partners, we encourage you to suggest they consider a career with us. Your referrals and support help ensure we can continue providing the level of service you expect.

Commitment to Service and Stewardship

Across agronomy, grain, energy, and processing operations, our focus remains on being a dependable partner. Spring is demanding for everyone involved in agriculture, and we do not take lightly the trust our patrons place in us to deliver products and services safely, efficiently, and on time.

We appreciate your continued support and partnership with Ag Partners Cooperative. As the year progresses, we remain committed to investing wisely, supporting our employees, and delivering value back to the customers and patrons we serve.

- Scott Morris, COO



2026 SCHOLARSHIP WINNERS

Ag Partners Scholarship Winners



Robert Langill

Nemaha Central High School
Kansas State University
Animal Science



Josie Parker

Valley Heights Junior Senior High School
Kansas State University
Feed Science



Cooper Strube

Horton High School
Cloud County Community College
Agricultural Engineering



Kamryn McCauley

Doniphan West High School
University of Arkansas
Political Science and Communications



Canaan Mitchell

Rossville High School
Arkansas State University - Mountain Home
Welding/Machining

Royals Scholarship Winners



Kale Leners

Beloit Junior Senior High School
Hutchinson Community College



Breann Poole

Northwest Missouri State University



Isaac Ibendahl

Wamego High School
Emporia State University



Colby Frehe

Manhattan Christian College

Congratulations!



Grain Update

Grain Markets: What the Last 90 Days Mean for Producers

Grain markets have kept everyone on their toes to start 2026, with a combination of global supply concerns, uneven demand, and outside market pressure driving price swings. For our producers, these trends are beginning to intersect with local decisions heading into planting season.

South America Gave the Market Its Spark

A big part of the recent strength in soybeans, and some corn, is due to weather in Brazil and Argentina. Dryness earlier in the growing season trimmed yield potential, and while rains improved conditions later, the damage was enough to support prices.

This matters because it helped put a floor under

soybean prices during the winter. However, Brazil is still bringing a large crop to market, which will likely keep a lid on rallies unless new problems develop.

Corn Struggles to Find Consistency

Corn has had a tougher time building sustained momentum. Export demand has been inconsistent, and competition from South America has limited upside. That said, there have been some encouraging signs recently, with improved export sales and a slightly weaker dollar helping U.S. corn stay competitive.

Locally, basis levels across our trade territory have remained relatively steady, supported by solid domestic demand. Ethanol and feed usage continue to provide a dependable outlet, even when export demand wavers.

Wheat Faces Ongoing Headwinds

Wheat continues to lag in the grain complex. Strong supplies from the Black Sea region have made it difficult for U.S. wheat to compete globally. While geopolitical tensions can spark short-term rallies, they haven't translated into sustained price strength.

For Kansas wheat producers, this puts even more emphasis on yield and quality. With margins tighter, managing input costs and capturing any available premiums will be key.



2025 Employee of the Year



Brad Zerr is an Operations Technician at our Wamego, location. Brad has served several roles within his almost 5 years tenure with Ag Partners. Brad received 3 nominations last year from coworkers Kevin Bergman, Garrett Peterson, & Eric Osterhaus.

Thank you, Brad for all that you do! Your hard work, dedication, and willingness to always lend a hand does not go unnoticed.

Brad Zerr
Operations Technician
Wamego, KS

Quarter 1 Award Winners



Levi Lehmkuhl
Regional Sales Director
Region 3



Jake Fields
Operations Technician
Belvue, KS

Funds and Outside Markets Add Volatility

One thing that's been noticeable over the past 90 days is just how quickly markets have moved. Large fund traders have been active, jumping in and out of positions, which have exaggerated daily price swings.

At the same time, interest rates, currency movement, and general economic uncertainty have all played a role. These outside factors don't always show up on the farm directly, but they can have a real impact on the prices you see at the elevator.

Planting Decisions Front and Center

As we move into spring, the focus shifts squarely to U.S. acres, where the corn vs. soybean decision is as tight as it's been in several years.

Input costs, fertilizer availability, and crop insurance guarantees will all factor into final acreage decisions. Early expectations suggest soybeans could pick up some acres nationally, but weather during planting will ultimately have the final say.

What to Watch Locally

- Planting conditions:
A smooth, early planting window could pressure prices, while delays may provide support.

- Basis opportunities:
Keep an eye on local bids, especially if movement slows or end-user demand picks up.
- Weather scares:
Markets are likely to react quickly to any early-season threats, both here and globally.

How Ag Partners Can Help

Volatility is likely here to stay, meaning that having a marketing plan in place is more important than ever as we head into the 2026 growing season.

With recent price rallies, members have been taking advantage of selling more new crop bushels. We are also seeing more interest in the new Quantum Hedging and Averaging Contract Programs. These are designed, through disciplined approaches, to contract bushels at higher values than we typically see throughout the entire year, positioning your operation for better results. Reach out to a merchandiser or originator to learn more about these programs. There is still time to sign up for the Averaging Contract, which starts April 13th.

- **Lincoln Hillyer, VP Grain**

Average Grain Pricing Contract

An Average Grain Price Contract allows a farmer to sell grain over a set period of time on average price instead of selling it all at once on a single day. The contract is useful when farmers want to manage price volatility and reduce risk.

- ▶ **Pricing Period** - April 13, 2026 to June 18, 2026.
- ▶ **Daily Pricing** - Priced daily at the closing cash price at the predetermined location. Futures and basis considered.
- ▶ **Final Price Calculation** - At the end of the period, the average of all 48 prices taken during the time frame is used to determine the final contract price.
- ▶ **Delivery Period** - New crop delivery to Ag Partners facility from September 1, 2026 to November 30, 2026.
- ▶ **Enrollment Deadline** - April 10, 2026 at 5:00 p.m.
- ▶ No fees associated.

New Crop Incentive

- ▶ Four winners receive a **25 cent** premium on new crop contracts, up to a maximum of **10,000 bushels**.
- ▶ Applies to new crop sales contracted between **February 18, 2026 to June 13, 2026**.
- ▶ Must contract at least **5,000 bushels** to be eligible.
- ▶ Contracts must be a **cash** or **basis** contract for new crop delivery.



Quarter 1 Donations



Hiawatha Community Foundation Match Day



Kansas FFA Foundation, Give FFA Day

Other Donations:

- ▶ Little Hands, Inc. Building Improvements Donation
- ▶ Frankfort Janes Downtown Lighting Project
- ▶ Backroad Gals & Guys Mountain Oyster Fry Fundraiser for Community Medical Costs
- ▶ Sabetha EMS AEMT Training Sponsorship

Coming Soon:

- ▶ Tarkio Parks & Rec Tennis Court Renovation Fundraiser
- ▶ City of Robinson Playground Groundcover Fundraiser

Locally Owned. Community Focused. Farmer Approved.

- ▶ Parts When You Need Them
- ▶ Order Fast with CarQuest Pro
- ▶ Stay Organized at Tax Time
- ▶ Keep a Card on File



Join Here!

Join CarQuest Pro
Today and Receive

**\$10
OFF**

Your First Purchase

Exclusive offer for Ag
Partners Members

IP Update

The IP Department is close to our facility's upgrades being operational. The winter weather and our corresponding suppliers caused some delays that pushed us into late March. I know that has stretched our supplier growers as we wait to be fully operational, but I am confident that the new plant will make the experience for our suppliers and end-user customers much better than it was originally constructed. Our team at Lathrop cannot wait to see regular customers coming through the door each day instead of contractors.

The long-term investment and equipment upgrades at Lathrop have had an incredibly positive reception with our end-user customers, both overseas and domestically here in the United States. We have already secured purchases from customers who ruled out supply from this plant in the past, and we expect our growth among US domestic customers to reach about 50% of our capacity by the end of 2027. This will allow you to see products in the grocery store made with soybeans grown by Ag Partners customers.

We currently have over 15,000 acres in our Ag Partners footprint signed to grow for us next year. In the past year, we have increased our grower base from forty growers across 5-6 states, with 50% from our local origination area to forty growers next year, with 90% of them in the Kansas and Missouri area. If you count acres just on the other side of the Iowa/Nebraska border, then all our acres this year will come locally. We are excited to collaborate with these local customers and bring over \$3.25/bu. per bushel premium to local bids to our patrons. With 15,000 acres at a 60 bu. per acre yield, that is close to \$3 million staying in our local communities.

Your agronomy sales team will be in touch this summer with the numerous varieties we have in the local test plots in our region. We will have 5-6 NON-GMO food varieties and high oleic beans, as well as a couple of new Enlist varieties with extremely high protein content for local livestock feed markets. These varieties will be available for the 2027 crop, which will start taking sign ups in Summer 2026.

Thank you again to our customers for working with us through our expansion. Our team will be working extended hours and weekends to make up for as much time as we can that was lost during the expansion project. We appreciate your continued support as we grow this business across our region and the world.

- Andy Determan, Director of Identity Preserved

Ag Partners Board of Directors

Ross Plumberg

Chairperson

Craig Allison

Vice-Chairperson

Luke Moore

Secretary

Terry Bishop

Mathew Elliott

Craig Schmit

Sean Donahue

Aaron Georg

New Member!

Danny Graves

Jared Yossel



Congratulations to Kent Heinen on his retirement!

Thank you for your years of dedicated service on our Board of Directors. Your leadership and commitment have made a lasting impact on our organization. We are grateful for the time and insight you've shared. Wishing you all the best in retirement.

Energy Update

Market Update/Outlook

Obviously, everyone is aware of the fuel market volatility we have had over the past month and a half. We have seen crude oil prices go from \$65/barrel up to \$110+/barrel, while also seeing significant upside prices on gas and diesel. From February 28th through March 20th, we have encountered price increases of \$1.00 on diesel fuel and \$0.70 on gasoline. At the time of this writing (March 23, 2026), it seems we have finally seen our first positive news since the war began. President Trump announced that they had been in positive talks the last couple of days with Iran to cease military operations for 5 days while trying to come to agreements on both sides. This positive information has led to an immediate, and huge, downward trend in the energy markets, with crude oil down over \$8/barrel, gas down \$0.35, and diesel down close to \$0.50 on the front month's markets. Hopefully, we will continue to see this trend to get us back into some better pricing metrics.

Forward Contracting

With the volatile markets, those who took advantage of locking in their fuel needs earlier in the winter or right after New Years have seen a tremendous advantage this year. Since the end of February, we have had quite a run on customers locking in fuel. Each year is significantly different when it comes to energy prices, but towards the end of 2025 and the beginning of 2026, we saw diesel values at a very good price in comparison to the historical values. Over the last couple of years, we have seen a downward trend in customers contracting fuel needs in advance. Since our fuel contracts give customers an entire calendar year to pull gallons, I believe everyone should really consider contracting each year. There are many times I would not recommend locking in your full needs, but to instead lock in a portion and see where the markets head later in the year. We offer many options for fuel contracting, so I encourage you to reach out to discuss what would work best for you.

Propane Update

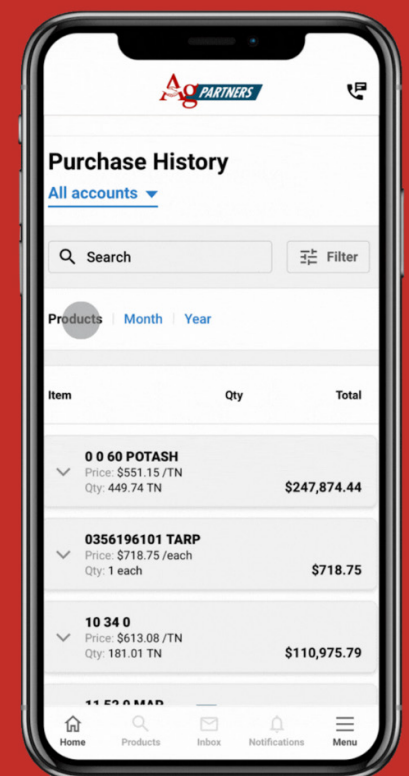
This propane season has not been overly great for us in terms of volume movement, but we have had a good year for the most part. Usage rates have been way down with the mild temperatures this winter, which has been good for the consumer. We are currently making our final routes for the season to clean up contracts and get customers by until summer fill later this year. We will once again send our 2026-27 propane contracts in July, so please be on the lookout.

Ag Partners Online Portal

Easy access to purchase history, scale tickets, and more!

Filter your purchase history by product, month, or year.

Download reports for your records!



Currently, there has not been much volatility in propane markets compared to other energy markets, so I am confident we won't see higher prices for the next heating season compared to this past one. This is the first year I can remember when prices did not fluctuate during the winter, and we were able to hold the same price all year long.

Energy Operations Update

One year ago, I wrote about the projects we were preparing to begin. Since then, there have been a few changes. We originally planned to move our Seneca fueling station to the Mr. Tire property, but after much consideration, we decided to keep it where it currently sits, and move our bulk facility to just south of that space. We anticipate that project to be completed by the end of April. Once that is completed, we will begin decommissioning our current bulk facility to make way for our new Seed Warehouse. We will also start on our Wamego mini-bulk facility for fuel later this summer.

Berwick Oil Merger

Some exciting news happened in the past month for the energy sector. Following a failed vote in November 2025 regarding a potential merger between Berwick Oil and Ag Partners, there was significant interest from patrons who wanted to see another vote. After discussions between Berwick Oil and Ag Partners took place, a re-vote was set for March 11th, and the merger vote passed with a 2/3 majority in favor by just 2 votes. Over the next few months, both cooperatives will put together plans and strategies for a successful transition on July 1, 2026.

This merger will create significant efficiencies, cost savings, and overall benefits for both the employees and the patrons long-term. And while I know patrons and employees have many questions, what I can say is that all employees are guaranteed a position. Logistics will be where many see changes since our drivers often overlap, and adjustments for efficiency will be imperative.

Both companies have always prided themselves on their customer service, and that will be one of the most important things we strive for moving forward. Both companies also have additional, different services to bring to the table, such as Berwick Oil's Convenience Stores and Ag Partners' full line of lubricants, which will be available to benefit all customers going forward.

- Eric Osterhaus, VP Energy

We are **HIRING!**

Territory Managers

- ▶ Region 2 East (Seneca, Corning, Baileyville)
- ▶ Region 2 West (Vliets, Summit, Axtell, Centralia)
- ▶ Region 2 South (Belvue, Wamego, St. Marys, Topeka)

- ▶ Region 3 North (Hiawatha, Rulo/Falls City, Sabetha/Humboldt, Padonia)
- ▶ Region 3 South (Powhattan, Willis, Robinson, Denton)
- ▶ Region 3 East (Tarkio, Fanning, White Cloud)

Operations Technician

- ▶ Fanning, KS
- ▶ Vliets, KS
- ▶ Seneca, KS
- ▶ Robinson, KS
- ▶ Axtell, KS

Custom Applicator

- ▶ Hiawatha, KS
- ▶ Vliets, KS

Millwright

- ▶ Seneca, KS

Elevator Operator

- ▶ Topeka, KS

Semi-Truck Driver

- ▶ Hiawatha, KS

Energy Delivery Driver

- ▶ Saint Marys, KS

Learn more and apply here!



Employee Spotlight

Cooper Deters

Operations Technician
Wamego

What inspired you to join our team?

I chose to come here to see a little more of the "farming side" of things. I've been around agriculture for my whole life and had never really seen this side of things!

What do you enjoy most about your role as an Operations Technician?

I absolutely love the people I work with, every place I've been to work in Ag Partners, whether that be Wamego, Belvue, Topeka, Saint Marys, or even Vliets and Baileyville. I've met so many great people that I don't know if I would have gotten the chance to otherwise!

How does your work make a difference for customers or the community?

It's fun knowing everyone that comes through the door, hearing their story and also knowing what they do. It's something that you don't get to do every day in meeting everyone!

What advice would you give someone considering this career?

Some advice I would give is be open to learning anything and everything. Every single aspect of what we do here. It really opens your eyes into how much work people actually put in.

Risk Management Update

Spring Has Sprung

The Risk Management Team wants to extend a sincere thank you to all our existing and new producers who chose us for their Crop Insurance needs in 2026. We are blessed to serve so many operations and look forward to helping you be successful for many years to come.

This year has had big changes to the Crop Insurance program due to the passage of the One Big Beautiful Bill. We saw improved subsidies and more flexibility within Crop Insurance, which allowed most producers to increase coverage and better protect their operations. If your agent didn't help educate you on all the 2026 changes, please reach out to Jim Ward or Darcy Pralle, and we would be happy to get you the information. In addition, the Spring Discovery Prices

were decent again in 2026; Corn was set at \$4.52, and Soybeans were set at \$11.09 for Crop Insurance.

With Crop Insurance now locked in, the next step is to make sure you are ready for Hail & Wind or a Livestock policy if you have cattle. We have several excellent insurance companies offering Hail and Wind policies, so we can find you a good fit before storms roll through this Spring. Also, the cattle markets are still doing great again this year, but that also means we have a long way to plummet if something goes wrong (screwworm comes to mind). If you want to protect these high prices, a Livestock Risk Protection policy is one of the best routes to lock in a floor. The Ag Partners team is happy to explain the details of this cattle program and see if it is a good fit for you.

If you run into any issues this Spring planting season, don't hesitate to give us a call. For example, we are seeing some spots of winter kill in wheat pop up, and everyone is talking about the fog days and how it could rain all of April. Which means you might need some Prevent Plant in that event. Hopefully, these predictions are wrong, and it ends up being just a nice, smooth planting season for everyone.

Have a safe Spring, and thanks again to all our producers!

- Darcy Pralle, Crop Insurance Specialist



Now is the best time to fully take advantage of our OnePay loan program. There are several options available that utilize great interest rates for fertilizer, seed, and chemicals. Some seed and chemical brands have their own interest rates as well. Here is a quick breakdown of options available.

Seed

- ▶ Bayer and Brevant seed is 2.99% fixed interest to the end of June. On July 1st, it changes to 7.99% fixed.
- ▶ Any other seed purchased through Ag Partners is 3.99% until the end of June. On July 1st, it changes to 7.99% fixed.

Chemical

- ▶ BASF purchased before 03/15/2026 will be 0% fixed; From 03/16/2026, it will be 4.99 fixed through 11/30/2026.
- ▶ Syngenta purchased before 03/15/2026 will be 0% fixed until 11/30/2026.
- ▶ Syngenta purchased after 03/16/2026 will be 3.99 fixed through 08/31/2026, then 7.49 variable.
- ▶ FMC is 0% through August 31 if 1 brand of at least \$10,000 in value is purchased, then 7.49 variable.
- ▶ FMC is 0% through November 30 if 2 brands of at least \$10,000 in value are purchased, then 7.49 variable.

Fertilizer

- ▶ 3.99% until the end of June. On July 1st, it changes to 7.99% fixed.
- ▶ For more information, please contact your Agronomy Account Manager or call Jim Ward at 785-741-1652.



Learn more here!

- Jim Ward, Director of Crop Insurance & Loans

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