

ALCIVIA ADVISOR

MONTHLY NEWSLETTER - FEBRUARY 2023

FROM THE CEO 2022 Financial Year in Review

We completed our first full year as a merged entity and closed out the fiscal year with many positive outcomes, including total company sales of \$930,824,000, gross operating revenues of \$118,756,000, and a local net profit of \$7,966,000. During the merger planning, we budgeted a local net profit of just over \$5 million for our first full year and exceeded that goal by nearly \$3 million. Our success comes from the strong support of our members, careful planning and execution, and an engaged employee team that is committed to achieving results for our patrons and the cooperative.

ALCIVIA revolved \$2 million dollars of equity and will be paying patronage of \$5.1 million in which 80%, or \$4 million, will be paid in cash. In addition to the \$6 million to be paid to our members this year, ALCIVIA will also be issuing DPAD (section 199 tax credits) of \$3.5 million.

Even though our business was challenged by increased interest costs, daily changes to freight costs, highly fluctuating commodity prices, and increased supplies and repairs expense driven by delays and shortages in the supply chain, ALCIVIA was able to operate profitably in every core business unit. The team at ALCIVIA strives to live our mission of advancing our customers through innovative and responsible solutions while delivering on our vision of customer success powered by engaged employees. Thank you for your continued support and for the successes that we have achieved together.

We look forward to a great 2023 for our members, customers, ALCIVIA, and the ALCIVIA team.

COMMUNITY CORNER ALCIVIA Gives Back

ALCIVIA proudly supports efforts that promote agriculture and provide humanitarian aid. We seek to make a difference in our communities by focusing on several core areas, including ending hunger, rural youth leadership, rural broadband, agriculture education and promotion, community safety, and agriculture community partnerships.

By keeping true to these core causes, we can make a significant impact in our communities by helping develop the next generation of farmers and leaders while doing our part to keep our communities safe.

With support and partnership from our valued vendors, we are able to provide matching dollars on dozens of requests each year.

Scan the QR code to request a donation
or visit ALCIVIA.com/givingback



ALL. TOGETHER. GROWING.

ALCIVIA is growing, and we are looking to add seasonal general laborers and seasonal CDL drivers at several of our locations. If you know of anyone looking for either part-time or full-time hours that might be interested in our seasonal openings, please visit our careers page to apply online today.



Scan the QR code to apply
or visit ALCIVIA.com/careers

Mission: Advancing our customers through innovative and responsible solutions.

SAFETY

The Hazards of Relying on Memory Alone

The human memory can be an amazing thing, but it is also very flawed. Recognizing a hazard and just making a mental note of it is not a mitigation action. Memory should never be relied on as the sole safeguard against a hazard.

Learn more about the hazards of relying on memory by reading the blog post on our website.

Scan QR code to read
or visit ALCIVIA.com/memory



AGRONOMY

2023: A Year of Opportunity

It is no secret that 2022 was a challenging year for growers and retailers across the United States, with labor shortages, supply chain issues, price fluctuations, and uncertainty in the marketplace playing a monumental role in purchasing decisions. It was also a growing season with unusual weather that shifted crop input timing for our members. Even with all the ups and downs of the past year, 2023 presents many opportunities for growers to capitalize on. ALCIVIA has some exciting agronomy programs this buying season for our members and customers to take advantage of.

0% Fixed Financing on Select Bayer® Crop Protection

ALCIVIA and Verity Business Solutions are partnering with Bayer® to offer 0% fixed financing on Bayer® crop protection products* when ordered by February 28, 2023. This is a phenomenal opportunity to lock in your crop protection products at 0% interest with a loan maturity date of February 1, 2024. Reach out to your ALCIVIA agronomist or Verity Business Solutions representative for more information.

YieldEDGE SCOUT Offers Extra Care for Your Crops

Field scouting is a vital part of growing a successful crop. That's why we launched YieldEDGE SCOUT in the 2022 growing season. In our pilot year, our team scouted x acres and received positive feedback from our members. This year, ALCIVIA is offering a complete, full-service crop scouting service during the growing season with customizable packages tailored to your farm, including traditional in-field scouting enhanced with digital tools to provide a complete look at your crop. Reach out to your local ALCIVIA agronomist for more details today.

*Roundup® brands excluded from promotion



Like our new Facebook page to stay up to date on events and educational, networking opportunities!



Scan QR code to like our page
or visit Facebook.com/HerFarmNetwork

DEADLINE APPROACHING

Order by February 28 to Earn Gift Cards

Earn a \$50 VISA® gift card for every 100 gallons of premium Cenex® Lubricants purchased by February 28, 2023.

Reach out to your ALCIVIA energy products specialist to order.

energyinfo@ALCIVIA.com
800.236.3276 ext. 3140



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CALENDAR OF EVENTS



EAU CLAIRE FARM SHOW

March 7-8, 2023, Eau Claire



WPS FARM SHOW

March 28-30, 2023, Oshkosh