

Meet Mike Kinley, Mid-Iowa's New General Manager

Although Mid-Iowa's new general manager, Mike Kinley, has built an impressive resume that includes multiple leadership positions within Monsanto and co-authorship of three patents, he's still an Iowa farm boy at heart.

Kinley and his six brothers and one sister grew up on a 200-acre farm in northeast Iowa, complete with Black Angus stock cows, feeder cattle, a farrow-to-finish swine operation and chickens. "I enjoyed everything about the farm," said Kinley, who became Mid-Iowa's new general manager in February. "I loved lying in bed on summer nights and listening to the feeder lids clanking as the hogs ate. I also like seeing the progress you made each day."

While Kinley wanted to be on the farm from day one, he didn't have the opportunity to farm for a living. After graduating with distinction from Iowa State University in 1988 with a degree in agricultural science, Kinley spent more than a dozen years with Monsanto, where he served as managing director of Monsanto Canada and director of business development in North America. He also earned his masters of business administration (MBA) from Northwestern University's Kellogg School of Management.

"Even though I've been involved in ag business my whole life, I always wanted to get back closer to production agriculture," Kinley said. "My experience with adding value to crop production can be a valuable asset to Mid-Iowa,

which is a solid company with great potential."

Tapping into an entrepreneurial mindset

Kinley brings an entrepreneurial approach to Mid-Iowa. In 2002, he founded GCM Holdings Inc., which invested in developing bioenergy projects and technology platforms.

Under Kinley's leadership, GCM founded Ultraforce Technology LLC, which focused on the environmental impact of bioenergy production. Kinley co-authored three patents at Ultraforce, which was sold to FCStone's Carbon Aggregation division.

In 2006, Kinley became the chief operating officer of FCStone Carbon and led the company's Enterprise Risk Management consulting platform, which helped clients manage traditional and non-traditional risks. "I've learned that opportunities present themselves in different ways, so having the ability to see opportunity when others may not is a real advantage," Kinley said. "

Kinley has appreciated working with Mid-Iowa's board of directors and looks forward to serving Mid-Iowa's members. "I'm a big believer in building people to build a business. I see great potential for Mid-Iowa, which has a strong track record and folks who want to continue to improve."

Editor's Note: Mike and his wife, Mary, have been married for 27 years this summer. They have three children: Genna, a math teacher at Perry Elementary; Claire, a senior at ISU majoring in landscape architecture; and Michael, who is a sophomore at ISU majoring in finance and international business. 



PICKIN' AND GRINNIN':

Stan Neff Relives the Past, Two Rows at a Time

When Stan Neff was growing up, all the farmers in his family's neighborhood had a tractor-mounted corn picker. While he wasn't old enough to run one before the technology became obsolete, he never lost his interest in corn pickers.

"My dad had a New Idea corn picker," said Neff, a Mid-Iowa Coop member who farms near Beaman. "While harvesting with a picker was a dirty, labor-intensive job compared to today's combines, the pickers were light-years ahead of picking corn by hand."



When a gentleman from Parkersburg decided to sell some of his vintage farm equipment following the Parkersburg tornado in 2008, Neff was interested in his early 1970s mounted International 234 picker. He purchased the picker and the 1968 International 706 tractor it was mounted on, then drove the complete unit home.

"The 234 has a really slick mounting system that was state-of-the-art," said Neff, who has harvested a few acres with the corn picker each fall for the last five or six years.

Neff plants 1 to 2 acres of 38-inch-row corn with his sweet corn planter. When he harvests the corn with his picker, he gets about two wagonloads of corn that he shells and grinds for calf feed. "Harvesting 15 acres a day with a corn picker would have been a big day in years past," Neff said. "It's



fun to harvest a few acres of corn with a picker, but I wouldn't want to pull into a 160-acre field with it."

Neff's grandkids and a few of his buddies enjoy watching the corn picker in action. It gives everyone a greater appreciation for modern agriculture. "When you see the fantastic advancements in farming, from auto-steer to yield monitors, who knows how far things will go?"

Grain Piles—Gone!

We piled grain on the ground at two locations this past fall, including:

- Liscomb, 400,000-bushel corn pile
- Midway, 200,000-bushel corn pile

Both piles have been picked up and the corn has been sent to various processors. There was very little grain loss, since the Mid-Iowa employees who were involved with the grain recovery process did an excellent job.

LISCOMB LOCATION



Meet Your Mid-Iowa Board Election Winners

Thanks to all of you who attended Mid-Iowa Coop's annual meeting on Dec. 7 in Beaman. Results of the board election were announced, and a number of incumbents were re-elected, including:

- **Bob Hogle** of Conrad, who serves as president of Mid-Iowa's board.
- **Chad Adelmund** of Beaman, who is now serving his third term on Mid-Iowa's board.
- **Brent Schipper** of Conrad, who had served as an associate board member with Mid-Iowa for the past two years.



“We share the facts and let you make your own decisions.”

Yes, There’s Value in Coffee Shop Talk

By Linda Kuhl, commodity marketing manager

Some call it coffee shop talk. Others call it the “liar’s table,” like our Ag Street speaker from Wells Fargo who mentioned a Kansas coffee shop where local farmers met.

In Albion, it was my mom and dad’s café, Pork and More. I swear the table where the farmers gathered never got wiped off, because there was always someone stopping by to chat and solve the world’s problems.

Everyone jokes about all the b.s. of coffee shop talk, but this face-to-face communication is still vital in the farming profession. There’s a lot of value in bringing farmers together to discuss timely issues and get new ideas. That’s why Mid-Iowa is proud to host Ag Street every January. We work hard to find good speakers whose expertise will add value to your farming operation.

Ag Street offers a unique opportunity to build relationships with like-minded people who care about agriculture and are looking for ways to succeed. Ag Street also reflects Mid-Iowa’s commitment to listen to your needs and present new ideas and trusted solutions that can benefit your operation.

Smart ideas are no laughing matter

This willingness to listen doesn’t exist everywhere. One customer told me that he was almost laughed at when he called another broker and proposed a new marketing idea.

You’ll never experience this at Mid-Iowa. We’ll listen to your thoughts and concerns. We’ll get to know your unique operation. Then we’ll describe the risks and opportunities that might influence your marketing and offer helpful advice that’s tailored to your business.

Like our 2017 Ag Street speaker David Kruse, we share the facts and let you make your own decisions. This includes crop insurance. With crop insurance season underway, it appears that the corn price will be similar to last year, while beans look like they’ll be a good dollar higher than last February.

Call us at 800-950-2740 or 641-366-2740 to create a crop insurance and grain marketing strategy that will help you capture profit opportunities in the weeks ahead. We appreciate your business, look forward to working with you in 2017, and encourage you to join us for Ag Street 2018. 

How We Selected Mid-Iowa’s Next General Manager

It was a big job that required many hours to find the right person, but the Mid-Iowa board of directors is pleased to announce Mike Kinley as your cooperative’s next general manager.

The board hired an executive recruitment group in West Des Moines to assist with the process. The selection of candidates was outstanding. “Mid-Iowa is the right size to attract some of the top talent available,” said Bob Hogle, board president.

The board conducted multiple rounds of interviews in both formal and informal settings with the finalists to get to know them better. “The board shared a common goal of finding an experienced leader who will maintain good relations with Mid-Iowa’s employees,” Hogle said. “Mike Kinley is a people person who has traveled the world through his career in agriculture and remains an Iowa farm boy at heart.” 

BEAMAN LOCATION LP FILLING STATION TO CLOSE

Mid-Iowa Cooperative has faithfully served the area with its propane tank fill station for many years. Due to a recent review and suggestions by our insurance company, along with the upgrades needed at the facility, we’ve decided to close our propane fill station at the Beaman location, effective March 31. We regret any inconvenience this may cause you. Your continued patronage of Mid-Iowa Coop is appreciated.

P.O. Box 80
Beaman, Iowa 50609

Mid-Iowa Provides Salt for Veterans' Deer Hide Project



Elks Club member Joe Hunt (center) accepted Mid-Iowa's salt donation for the Elks Deer Hide Program. The salt was presented by (left to right) Jeff Heinrichs, Mike Vibbard, Mike Wolke and Shelby Speicher with Mid-Iowa.

Mid-Iowa Coop is proud to continue its support for the Elks Veteran Deer Hide Program, which collects deer hides so veterans can make a variety of leather goods.

Coordinated by the Marshalltown Elks Lodge #312, the Elks Deer Hide Program produces gloves, pillows, moccasins, wallets and more from the leather. Mid-Iowa provides salt for the project. Local Elks members use the salt to preserve the deer hides until the hides are taken to a state collection center. The hides are then sent to be tanned and prepared for veterans to use in leather projects. You can find some of these leather goods at the gift shop at the Iowa Veterans Home in Marshalltown. 

Thanks for Attending Ag Street 2017

It was great to see all of you who came to Tama on Jan. 25 for our annual Ag Street seminar. What big trends might impact your farming operation in the weeks ahead? Everything from exports to ethanol, noted speakers from the Iowa Corn Growers Association, Wells Fargo and David Kruse with CommStock.

Plans are already underway for Ag Street 2018. If you have any speakers you think would be good for Ag Street, contact Linda Kuhl at 641-366-2740. 



"Ag Street is a very good program that holds my interest," said Jeff Buck, a corn and soybean grower who appreciates the convenience of Mid-Iowa's Haverhill location. "I like to hear the speakers' take on ag issues and their thoughts on where the markets might be headed."