

Winter 2025

# TOGETHER WE DID IT AGAIN ANOTHER BIG CROP IN THE BIN



**Sean Slowinski, CEO**

You did it with phenomenal spring wheat and soybean production! While canola yields were about average, corn yields did well. As you were finishing out the crop year harvesting these massive yields, Legacy Cooperative employees were right there with you, as we had been all season.

When I talk about Legacy Cooperative, I'm not just talking about our employees, equipment and facilities. I'm also talking about you, our member/owners. We really are all in this together. Whether it is getting you the crop inputs you need, from seed to fertilizer to fungicide, you know you can depend on us. In the same way, our employees know the best training, the best equipment and the best facilities have no value without your commitment to do business with us.

Well, you came through this fall. Our best estimate at this point is that we handled 15 million bushels in a 67-day period. That is up from our previous record of 12.5 million in the same period.

Best of all, we were able to take in that many bushels with only a few days where we had to shut the doors, waiting for a soybean train.

Speaking of trains, we shipped out three million bushels of spring wheat in 21 days. That took seven trains, one every three days. When on-farm storage filled up, we responded to your needs. This

required our employees to step up to the plate, loading trains in addition to their other duties. Our grain division responded to your needs by ordering two extra wheat trains and, later in harvest, an extra soybean train.

We took in truckload after truckload at all our elevators, as well as at the Bisbee Terminal. That meant our Operations group had drivers on the road constantly, opening up space at our branch elevators and moving the incoming crops to Bisbee. They put our new trucks and trailers to the test. On our busiest day, October 2nd, the Legacy Cooperative system dumped 665 truckloads of grain totaling 627,048 bushels, and 340 truckloads were dumped in Bisbee alone.

As soybean harvest got underway, the trains kept coming. We shipped out five soybean trains in October, four in November and three more in December.

The harvest was such that even with filling train after train, storage was at a premium. We filled the concrete pad at Bisbee in three days and dusted off the gravel pad at Rolla. That meant that long after you had put away your combines, our crews were still busy, filling trains and just as quickly, refilling storage with soybeans off the pads.

I can't say enough about the dedication of our staff to helping you make it through the harvest. Doing what they did came at a cost in time and energy. They spent long days at work and behind the wheel, taking time away from families and friends. They did it knowing that you depended on them.

Handling so much crop came at a cost for Legacy Cooperative's bottom line as well. Trains booked ahead of harvest are expensive enough since BNSF raised their rates about \$300 per car this year. When we added another train for soybeans during harvest, the per car rate at harvest jumped to \$2,000 per car, or about \$0.54 cents per bushel.

We paid that higher rate because it was necessary – regardless of the cost to the cooperative. We did it to keep your combines rolling. It is one more way that Legacy Cooperative puts the needs of our member/owners ahead of the bottom line.

Looking back at this harvest and the strain it put on staff and equipment, we can see that more storage is needed. As your productivity has increased, we have expanded facilities. That won't change. We are making plans to add storage, likely at the terminal, but with continued improvement elsewhere. However, if every member/owner brings in every bushel at harvest, we won't ever be ready to handle it.

The problem will be compounded if more acres switch to corn. Given the corn yields we saw this year, that move is likely. If you replace a 50-bushel per acre yield with 150 bushels, it will make today's storage problems look minimal.

You can continue as is and hope the elevator has space, but hope is not a good strategy. We need growers to take a proactive approach. That means contracting ahead of time for the storage

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you expect to need. It also means utilizing more on-farm storage to help you get through the harvest.

There was a substantial amount of anhydrous that went out this fall, and that will help all of us come spring. We encouraged those of you who had help available to pick up the tanks you needed. It really helped us manage the load.

The new fertilizer plant at Egeland will be a huge help managing your fertilizer needs this spring. It was a major investment. Like so many others the Legacy Cooperative Board of Directors has approved on your behalf, it will pay big dividends by ensuring a dependable supply.

The plant is on track to start filling the end of January. When full, it will hold up to 22,000 tons of fertilizer, ready to meet your needs.

As you may have heard, initial discussions involved a 4,500-ton plant. However, that didn't resolve the problems that can be caused by the late arrival of a resupply train.

We began to plan for a 12,000-ton plant. Even with that, we would still need to source additional tons in season. When our contractor said we could keep the layout the same, but expand to 22,000 tons, the board approved the change.

Based on today's sales numbers, the larger fertilizer plant will supply what you need and still allow for growth.

What the new plant won't do is to solve a bigger challenge. That is labor. At the end of the day, the place doesn't go without people.

We have to have the right kind of people, able and willing, and the right number. If not, we can't deliver on our promise. Having a bumper crop is

good for our business, but it is hard on people. You can't push at full throttle and not have burnouts. We have employees putting in 2,800 to 2,900 hours a year, between long days in the spring and the fall. We have to take care of them and make them feel valued.

Our labor pool is limited, and we are considering using H2A workers this spring, likely from South Africa. Others have gone that route successfully.

If you aren't using our new online customer portal, we hope you try it out. It is a convenient way to view and pay invoices and review your purchase history. You can view statements and scale tickets, pay invoices, review your grain inventory, place energy and fertilizer orders, and even e-sign contracts.

We continue to look for ways to improve the products and services we offer. The new customer portal is one such effort.

## VIEW FROM THE BOARD



Jeff Teubner

This is a time when I like to reflect on the year. As a producer, it has been a very good year. As a member/owner of Legacy Cooperative, I

really appreciate all the people, whether agronomy, energy or grain, who make the cooperative go and grow. They do the work that helps us be successful on our farms. I know it is their job to do, but it means giving up time with their families.

I especially appreciate the young people who have made the decision to join the staff. We want them to stay here, or if they leave the area for a while, move back and fill positions at the co-op. We want them to be the next generation to lead and continue to build Legacy Cooperative.

How they are treated will determine whether they stay or leave. For my part, I try to treat them with respect, as I would want my son or daughter to be treated.

Billie Lentz, our Marketing, Communications and Recruitment Manager, is a good example of a young person from the area who wanted to come back and be involved with the family farm. It is exciting to see that Legacy Cooperative can offer these young people really good jobs locally.

As a member of the Legacy Cooperative Board of Directors, this has been a good year. We continue to create opportunities for area young people and to reward the efforts of all our employees.

Watching the completion of the new fertilizer plant at Egeland is another reason it has been a good year. The additional storage will be a real benefit to all our member/owners, not just those in

that area. It assures a dependable supply for all of us.

As a board member, I know there are challenges ahead. Growth in corn acres is something that has been on our radar screen for years. We are wrestling with what is the right thing to do. How do we balance costs of more storage with benefits to our member/owners?

Past investments have proven to be good ones. They are one reason our board recently approved paying off equity to estates and those over 68 who choose to receive it. We also approved returning equity to patrons that they earned in 2010 and 2011.

The fact that we have been able to make needed investments and return equity to patrons is a good sign the cooperative is healthy and functioning as it should. That also makes it a very good year.

# SHARE YOUR PLANS WITH LEGACY COOPERATIVE, AND YOUR FERTILIZER WILL BE HERE WHEN YOU NEED IT

Legacy Cooperative member/owners got an update on the new fertilizer plant at Egeland on December 5th. The event attracted 45 attendees, according to Joe Kremer, Legacy Cooperative Agronomy Manager.

"We wanted to let everyone know we were on track," says Kremer. "We shared the important features and how they will benefit our member/owners."

In addition to the 22,000-ton plant, the facility will have a conference room for small grower meetings and staff meetings. It also has four offices and a load-out room.

With the addition of the Egeland facility, Legacy Cooperative has the potential to have 47,000 tons of fertilizer in storage. However, fertilizer storage is half the battle to ensure member/owners will have the fertilizer they need. The other half is up to them, advises Kremer.



Seen here in mid-November, the 22,000 tons of dry fertilizer storage is now nearly complete. If all stays on schedule, filling the new plant will begin in late January, well ahead of spring application needs.

"Now it is a matter of our member/owners sharing their plans for what they expect to need," says Kremer. "If they don't plan and communicate those plans to us, we can't plan to have them covered. Everything that has been spoken for will be here by the end of March."

Kremer notes that booking fertilizer has gone well, which is good for Legacy Cooperative and for the member/owners who have done so. "Fertilizer prices are starting to rise," he says. "Growers need to consider purchasing soon to stay ahead of fluctuating markets."

India shook up the market when it bought 1.5 million tons of fertilizer this fall. "That big buy caught everyone off guard," says Kremer. "Urea, phosphorus and sulfur are now much tighter than the market anticipated."

A series of Fertilizer Information Meetings held in December provided Legacy Cooperative member/owners additional insights into imports and exports, as well as nitrogen stabilizers and innovative products.

"We want our member/owners to understand what new products are coming and learn what they are looking for," says Kremer. "If someone has questions about a new product, we'll dig into it for them. We can get our hands on most anything they might want to try."

Kremer does not expect a downward correction as spring nears. Imports, he

adds, are still behind. Neither a rising market nor tight supplies are a concern for growers who have booked.

Kremer is confident the agronomy staff will be able to handle the spring rush. "We are always looking for more operators and drivers," he says. "We



Fertilizer information meetings provided Legacy Cooperative member/owners with an update on innovations in nutrient management, as well as a review of the impact of imports and exports on product availability.

are in better shape than we have been, and we have a really nice, updated line of sprayers, floaters and tender trucks ready to go."

The co-op is also in good shape with crop protection products. Kremer doesn't foresee any problems, although availability of products often tightens up later in the season as acres switch between crops.

"Most of what we need is already in our inventory," says Kremer. "Having the majority of what we need takes the pressure off."

One crop shift that is clearly being made is from canola to soybeans. Fall seed sales have made that clear. Kremer points to a reported 45 percent decrease in canola acres and increase in soybean acres across our territory.

"We feel the switch is due to high soybean yields this year," he says. "It is easy to forget those yields are not our average. People need to remember 2023 when we had 20-bushel soybeans and high canola yields."

# BUSHEL, BUSHEL AND MORE BUSHEL

While canola yields were only average, record yields in wheat, soybeans and corn gave the Legacy Cooperative grain division a challenging fall. It was a record harvest for bushels in, bushels into storage and bushels out the door.

"We moved the old crop out just in time," says Brooks Larson, Legacy Cooperative Grain Manager. "We went into harvest with a lot of space available, and we needed it."

Wheat started moving out almost as quickly as it came in. The grain division loaded out seven spring wheat trains in September and an eighth train in October. Four more wheat trains went out in November and December.

Soybeans were coming in before wheat was finished, and the shuttles couldn't show up fast enough. "We sent five trains filled with soybeans out in October and two more in November," says Larson. "By mid-December, two trainloads of soybeans had left, and two more were scheduled."

The crop came in faster than Legacy Cooperative could push it out the door, with average soybean yields around 45-bushels per acre. Soybeans started piling up in Bisbee and Rolla.

"We needed every bit of storage space we had," recalls Larson. "We would have been in trouble without our outside storage. We've since cleared those piles out, and luckily it was all good quality. We didn't lose much, even with the Rolla pile on a gravel base."

The need to push as many soybeans out the door as possible before the end of the year is due to changes in China's buying patterns. Where purchases through the Pacific Northwest previously continued into the first half of February, bids were already weakening in

December, according to Larson.

"It was hard to even find bids for January," he says. "The situation was made worse this year as China began buying more soybeans out of the Gulf Coast instead of the Pacific Northwest, which is typically our market. PNW exporters also made plans to switch over to corn earlier than normal this year in anticipation of potential tariffs from China."

Loading trains with soybeans and wheat in October was important for corn producers also. "We had our biggest year yet with corn," says Larson. "We handled around 800,000 bushels. By loading out so much of the other commodities during harvest, we were able to make room for corn in Bisbee and make some extra room in Rolette as well."

With average yields of 135 to 145 bushels in our area this year, Larson expects even more corn acres this coming year. "Corn continues to grow in popularity," he says. "A few more customers decide to try it every year."

Larson expects about 60 percent of the corn will go to the feed market in Canada this year and about 40 percent will stay in the U.S. He notes that lighter protein wheat has been heading for Mexico.

"In early December, we saw wheat trending up slowly but staying in the range it has traded over the past couple months," says Larson. "Soybeans were up and then backed off when the futures market hit \$10. The December USDA report made corn the big story, with exports up substantially over previous forecasts. Corn has been trending up since that report."

He points out that there are a lot of unknowns in the markets ahead. Incoming president Trump has threatened China, Canada and Mexico with tariffs, and all

three countries have responded with suggestions of possible counter tariffs if he follows through.

"Once he takes office, we will see what happens," says Larson. "One risk management tool is to consider contracting some of next year's production early. It would have worked out great to have had a lot of grain sold in advance this past year. It is different every year."

Larson admits that 2025 new crop bids are not super attractive right now. However, with a big soybean crop forecast in South America and the potential for tariffs with China, any small market rally is likely a good selling opportunity.

"If you can turn a profit, it is always a good idea to have some new crop sold," he says. "It usually looks good to lenders to have some profitable contracts out there for next year as well."

Utilizing the new customer portal won't affect available prices, but it will make it easier to track practically every aspect of the business you do with Legacy Cooperative, suggests Larson.

"You can review contracts, scale tickets, settlements and more," he says. "Quickly check cash bids and verify what contracts are filled and what remain."

The app will be a big help making plans for the new year, he adds, as well as reviewing the year past. "Our customer portal provides proof of yield reports, purchase history, all the information you need for year-end taxes," he says. "View and pay invoices. It is all there at your fingertips."

# WHAT A HARVEST IT WAS!

When the Legacy Cooperative truck fleet was upgraded and employees were encouraged to get commercial driver licenses, it was in expectation of busy harvests ahead. No one could have anticipated this one, suggests David Berginski, Legacy Cooperative Operations Manager.

"All our locations performed pretty much flawlessly," says Berginski with pride. In three days, we dumped more than 2,000 trucks company-wide.

Loading out seven trains in 21 days couldn't keep up with incoming wheat. "We could have used three more trains," says Berginski. "On our busiest day, we brought in more grain company-wide than needed to fill a train."

Soybeans were just as much of a challenge. By season end, nearly 1.3 million bushels were piled outside, waiting for bins to empty. Berginski acknowledges that there were times that member/owners had to sit in line for as much as an hour and a half during soybean harvest. "That's what happens when yields are coming in



In just three days at harvest, more than 1,000 trucks dumped grain at Legacy Cooperative facilities and nearly two dozen trains hauled it away over a four-month period.

higher than average bushels per acre," he says. "Their turns out of the field were that much faster. Even with all of our dumping upgrades at our elevators, there is a limit to how fast the equipment can run."

The equipment, including the new trucks, lived up to expectations. "The new trucks were vital this fall," says Berginski. "Unfortunately, we lost one in mid-September due to an accident. Luckily, the driver walked away with minimal bumps and bruises. He was back in a truck the following week. We

can always replace equipment, but not people."

The trucks and the drivers continue to be busy hauling grain from the satellite elevators to the terminal. "There are a lot of bushels in bins on farms, and we want to have room for it when it comes to town," says Berginski. "Unfortunately, a lot of wetter grain went into those bins. It could create some issues for us later on."

One of the issues that could arise when grain is being dried is condensation produced by pushing heat through the grain, which can freeze up conveyors. Below zero temperatures and wind can make drying a lot more challenging.

"We need our member/owners to communicate with us before bringing grain to the elevators," says Berginski. "Call ahead and let us know how many bushels you plan to haul in and what condition it is in. What was the moisture when it went into the bin, and did you run fans? Give us an idea of what we will be dealing with."

## COMING HOME...TO LEGACY COOPERATIVE



**Billie Lentz, Marketing Communications and Talent Recruitment Manager**

Billie Lentz always knew she wanted to farm, and Legacy Cooperative is making it possible. This fall she joined the cooperative as the Marketing, Communications and Talent

Recruitment Manager. She also took over her grandfather Skeezix's portion of the family farm, joining her parents, Doyle and Kerry, and college boyfriend Tran Zerface, who is also now a full-time employee of the farm.

"It has been a crash course in both roles," admits Lentz. "I learned a lot about marketing while with John Deere. I started learning about farming as a young child, riding along with my dad in the combine and driving grain cart. Now I am making crop plans and signing the dotted lines."

Lentz has already made her mark at Legacy Cooperative, actively engaging member/owners and the public through social media, creating Facebook pages for the Cenex convenience stores and the Rolette service station. She is also coordinating charitable giving and helping with radio and print advertising.

The talent recruitment portion of her job is taking her to area schools, colleges and universities. She is able to set up tours of Legacy Cooperative facilities and share the opportunities the cooperative offers to area students.

"Agriculture has always been my main passion," says Lentz. "I knew growing up that I wanted to carry on with our family farm. A career with Legacy Cooperative is making it happen."

"Billie is the type of bright, young employee we want to attract," says Sean Slowinski, Legacy Cooperative CEO. "She wants to make the area her home and agriculture her career."

# LEGACY COOPERATIVE SERVICE CENTERS WILL KEEP YOUR VEHICLES ROLLING

Whether tires, oil, or fuel, Legacy Cooperative service centers and convenience stores will keep your vehicles rolling down the road and across the fields. When a fire closed North Central Tire's original location, the team adapted quickly to continue service. Meanwhile, the service centers at Rock Lake, Rolette, Bisbee and Dunseith never skipped a beat.

"We are really proud of our qualified staff at all our locations," says John Lovcik, Legacy Cooperative Energy Manager. "They are dedicated to providing the service our member/owners need and have come to expect."

The fire at Rolla created an opportunity to not only replace, but improve, the services being offered there. Within a couple of months, the staff was operating out of a different building and fully equipped to meet member/owner needs.

"We purchased an established building on main street in Rolla and moved all our tire and auto services under one roof," says Lovcik. "In early November, we installed our new alignment machine, so we are again able to do front end alignments, as well as tire installations, on cars, trucks and tractors."

The consolidation of services at the new location has created a one-stop shop for everything from a new set of tires to oil changes and installation of shocks and brakes.

"The staff is dedicated to filling customer needs in the shop or at the farm," says Lovcik. "After the farm-service truck was damaged in the fire, we got our on-farm service up and running in time to handle member/owner needs the latter half of harvest."

Lovcik notes that the new North Central Tire also offers welding gas and

other welding supplies. The same broad assortment of nuts, bolts, screws and other hardware, previously found at the Rolla C-Store, can now be found at North Central Tire.

"Oil and other lubricants can be found there as well," he says. "For customer convenience, the more common quarts of oil can also be found at the new Rolla C-Store."

According to Lovcik, diesel fuel and propane continue to be in good supply. He suggests that this is a good time to top off diesel fuel tanks.

"Spot prices are currently about 25¢ under futures," he says. "Diesel is off about a dollar from last year's high. You never know what political or weather

opportunities.

Good supplies of fuel and propane kept on-farm tanks filled, so field equipment and dryers could operate without a hitch.

"We had no issues with keeping member/owners supplied," says Lovcik. "There are always times where a delivery request comes in at the end of the day or even after hours. Our drivers do what is needed to meet the demand, whether fuel or propane."

Lovcik reports an increasing number of member/owners are installing tank monitoring systems. He points out that those with them in place this past harvest enjoyed a higher level of confidence they wouldn't run low when they most needed fuel or propane.

"They were able to check the app on their phones to verify fuel levels," he says. "Plus, if levels hit 30 percent, the system sends out a Level One text alarm. If the level hits 20 percent, a Level Two text alarm is received, suggesting a call be made for a delivery."

According to Lovcik, Legacy Cooperative member/owners got a good taste for the new Rolla C-store this past harvest

season. "The store was busy, and the new chicken menu options were well received," he says. "We had lots of hot, fresh food ready to go. The new location also gets more through-town traffic that the old store didn't get."

Lovcik encourages member/owners to

take advantage of the food being offered at other Legacy Cooperative C-Stores. "Whether grabbing a quick bite when stopping for fuel or bringing a meal home for supper, we've got you covered."



The new home for North Central Tire (above) features more services and more products. It is a one-stop shop for all your auto service needs.

Grab a sub at Dunseith (right) when you stop to fill your tank. Legacy Cooperative C-Stores are here to serve your needs.



## GET SEED BOOKED WHILE SUPPLIES LAST

"It's time to get plans made and inputs lined up," says Trevor Darling, Legacy Cooperative Seed Manager. "We don't hold people to their bookings with seed if they change their plans, but it is important to get plans made and share them with their agronomist."

Darling points to a 30 percent reduction in Invigor canola bookings from years past as an indication member/owners are switching to soybeans. However, that switch has not shown up in increased soybean bookings and prepays.

"If even more canola acres switch to soybeans, we'll have problems getting enough of some varieties," he says. "Locking into what you think you will want now gives a better chance we'll have it than if you wait until late May."



**Legacy Cooperative member/owners gathered at early winter seed meetings to learn about new varieties and recommendations for the coming year.**

The good news, notes Darling, is that some new varieties that were in short supply last year are looking much better this year. "Asgrow AG01XF3 exceeded expectations last year," he says.

"Croplan CP840XF, Proseed 30-092XF and NK008-P8XF are also worth looking at. They all have the Extend Flex trait. It has captured 90 percent of our market."

Darling suggests that member/owners planning to clean and plant bin-run wheat as a way to reduce costs plan to have it treated. "We saw a lot of disease on kernels last fall, and a treatment with a product like Stamina S4 will be more important than ever," he says.

"There are other options to consider if concerned about insect control."

## STAY SAFE FOR CHRISTMASSES TO COME

Christmas is a time of joy and gathering with family and friends. Taking a few minutes shortly after the holidays can make it a safer time for years to come, advises Steph LeVeque, Legacy Cooperative Safety Director.

"If you didn't inspect your Christmas tree lights and other electrical decorations before putting them up, take time to do so before you put them away," says LeVeque. "Take advantage of after Christmas sales. Replace damaged strings of lights or other decorations with new ones. Go for the LEDs."

Older style lights may have sentimental attraction, but standard bulbs can heat up to extreme temperatures, causing fabrics or decorations to start on fire.

"It is important to use indoor lights indoors and outdoor lights outdoors," says LeVeque. "If you haven't done it this year or in the past, pick up watertight

seals for use around outlets for outdoor lights. A Ziploc container with some tape protects plug ends."

LeVeque suggests checking where extension cords have been placed this year and make a note to avoid high traffic areas and under doorways next year. Both areas can damage insulation on a cord and lead to a short. If you notice cracked or damaged insulation on a cord, replace it now. Don't wait, cautions LeVeque.

Power strips are a year-round safety concern, but can easily get even more overloaded at Christmas, notes LeVeque. "Power strips, if not used correctly, tend to cause most home fires," she says. "Make sure you use the correct device for the job, as not all power strips are made the same. A UL-listed power strip with surge protection will kick off power if it detects a surge of power or a short."

LeVeque warns against plugging power strips into each other. Follow recommended power outputs on the devices and limit the number of devices on a single outlet, she adds.

"Turn off the power when no one will be home or when everyone is in bed," she says. "Don't risk a fire."

That last rule is especially important when using space heaters, advises LeVeque. "Space heaters demand a lot of power, which can cause their plugs to heat up," she says. "Don't plug a second device into the same outlet and never use power strips, surge protectors or extension cords with a space heater. They can't handle the power demand. Keep flammable material away from them as well."

"These are just a few suggestions that can help keep the holidays safe for years to come," says LeVeque.



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## LEGACY COOPERATIVE IS LOOKING FOR A FEW GOOD MEN AND WOMEN TO JOIN THE TEAM

You may have seen the ad, but do you know what a great place Legacy Cooperative is to work? Just ask our employees. They work hard and are dedicated to helping Legacy Cooperative member/owners succeed in their farming operations. In return, they are rewarded with salaries, benefits and opportunities that are hard to equal. Best of all, they are part of a proud team that knows their work is appreciated.

While salaries vary by position, the benefits are available to all permanent employees. They include:

- Group Health, Dental, and Vision Insurance

### WE ARE HIRING!

- Administrative Assistant - Bisbee
- Agronomy Fertilizer Plant Operator - Bisbee
- Agronomy Applicator - Bisbee
- Agronomy Operations Specialist - Rolla
- Grain Facility Operator - Bisbee
- Grain Facility Operator - Cando
- Grain Facility Operator - Rock Lake
- General Laborer - Egeland
- Truck Driver - Bisbee
- Convenience Store - Cando, Dunseith, Rolla

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- Health Reimbursement Account
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- Company-paid, Short- and Long-term Disability
- Optional Supplemental Insurance
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- Paid Time Off (PTO)
- Paid Holidays
- Paid Funeral Leave
- Paid Storm Day
- Annual Uniform Reimbursement
- 401(k)- with Company Match- Traditional and Roth Available
- Defined Benefit Pension Plan – Co-op Retirement Plan
- Annual Bonus
- Fitness Incentive Program

To learn more about a career at Legacy Cooperative, give us a call.

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