

## MEET OUR SALES TEAM

**Will Thoele** – Will graduated from Kansas State University majoring in Agronomy (Consulting and Production) and a Minor in Plant Pathology. Will grew up around Lane, Kansas and is a local live-stock producer. He manages Ottawa Co-op's precision ag department as well as working closely with customers while out crop scouting, grid sampling and making sales. Will has been with the Ottawa Coop since May 2019.

**Ryan Korsmeyer**– Ryan started in August of 2019 with Ottawa and has been doing Agronomy Sales as well as assisting growers with Ag Technology platforms. Ryan is a native to the Kansas City area and he and his wife currently live in De Soto. Ryan is a graduate of Missouri State University where he studied Agribusiness and Agronomy.

**Mike Beying** – Mike grew up in rural Leavenworth and went to Hutchison County College for live-stock judging and then onto K-State and received a degree in Agriculture Education. Mike spent 10 years as a high school Ag Teacher. He now is the Ottawa Co-op Ag Advisor working closely with growers on farm profitability. He started with the Co-op in June of 2019 and has spent his time getting his feet wet meeting growers throughout our territory, working with our agronomist along with Kaleb Rockers, the AgMark Grain Consultant. Mike is located at our Waverly branch and is excited to spend time with growers and talk about market planning to ensure a profitable growing season.

**Courtney Moyer CCA** – Courtney graduated from Kansas State University with her B.S. in Agronomy (Consulting and Production) and a Minor in Animal Science in 2014. Courtney is our local CCA covering Agronomy/Sales throughout the Topeka, Lyndon, Overbrook and Burlingame territories. Courtney has been with the Ottawa Cooperative since May 2016.

**Mike Green CCA**– Mike came from a family farm in Fort Morgan, Colorado. He graduated from Sterling College in Sterling, KS. When he left the farm in the mid 90's he has stayed in agriculture as an Agronomist and in Management. He has worked with growers from Garden City, KS to North Central, KS. He joined the Ottawa Co-op in October of 2018 and spent the last 2 years as Agronomy Manager at Burlingame South. In fall of 2020 he moved to the Crop Production Department in Ottawa. He works as an agronomist working with growers in the area.

**Ethan Quaney** – Ethan graduated from Kansas State University with his B.S. in Ag Business (Animal Science, Marketing and Management) in 2018. Ethan is the branch manager of the Melvern Branch as well as covering the Agronomy/Sales in that area and specializing in grower relationships and account management. Ethan has been with the Ottawa Cooperative since May 2018.



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## CO-OPPORTUNITIES

Patronage: Members participate in Co-op's earnings!

Crop Scouting: Trusted advisor making recommendations for your fields through weekly field checks, composite soil sampling, tissue sampling and detailed scouting reports.

VRT: Placing products only where needed to maximize crop productivity.

Pre-Pay: Save on products and make a plan for the coming year!

Input Finance: Attractive rate options allowing you to save on products but not pay until after harvest when you get paid for your crop!



## GRAIN DEPARTMENT

Contact AgMark LLC for On Farm Grain Bids! Call 785-534-1427 to talk to Kaleb Rockers, our Marketing Consultant and lock in prices for the next growing season! Sit down and make a winning plan for your farm. We are eager to help you succeed! Whether it is marketing grain stored on the farm, in the elevator or moving grain directly from the field AgMark LLC can help.

## CONSERVATION AGRONOMIST

Kaitlin Gibbons is a Conservation Agronomist for the Franklin County Conservation District and surrounding areas. She graduated from Iowa State University with a bachelors degree in Agronomy. Her new role was funded by a technical assistance grant in conjunction with NRCS, NACD, and Land O'Lakes Truterra to promote and increase conservation adoption and on-farm sustainability. Kaitlin has been working with Ottawa Coop and the Truterra Insights Engine to help Ottawa Coop growers leverage field-customized insights to create



conservation solutions on their acres. She is excited to see how she can benefit producers by providing them with agronomic knowledge and expertise with government funded conservation programs to help conserve their natural resources for many generations to come. Contact Kaitlin at 785-241-7207 or [frco.agronomist@gmail.com](mailto:frco.agronomist@gmail.com)

### Farmers are able to use the Truterra™ Insights Engine to:

- Generate an insights score to measure and track stewardship progress over time
- Enter on-farm data for each field to help spot potential areas of improvement
- Analyze a full range of stewardship factors
- Develop customized recommendations for every acre
- Estimate the potential return on investment a farmer can expect as a result of applying those recommendations
- Ability to connect to field print calculator scoring in addition to the Insights Score™



The agricultural landscape is changing. Truterra™ is here to support growers today and prepare for the future. The Truterra™ platform helps to maximize production while minimizing environmental impact, identify low profitability areas in a field and use that information to simulate potential management changes, in real-time. It can open you up to potential NRCS revenue opportunities and gives you the ability to tell your stewardship story.

Truterra™ Insights Engine is the next step in farmer-led and farmer-driven sustainability, establishing clear metrics and a common language for sustainability that is meaningful for farmers and the ultimate customers of their farms - food companies and end consumers. Truterra™ meets farmers where they are—providing customized insights and a framework for continuous improvement—creating meaningful impact acre-by-acre.

The Truterra™ network brings together the best in ag tech and on-farm business management to drive sustainability across the food system. The goal is to feed people, safeguard the planet and support farmer livelihoods. It is unique in that it is farmer-owned and farmer-driven, designed to help implement practical and sustainable methods.

Through our partnership with Truterra™, our growers have access to Truterra™ Insights Engine technology. This first-of-its-kind technology provides significant benefits to its users. Through an interactive dashboard, the Ottawa Co-op and our growers can:

Enter on-farm data to create a report for each field that showcases the conservation practices, creates customized options for improvement and helps farmers plan scenarios across many possible stewardship activities.

