

THE MARK

EMPLOYEE NEWSLETTER

VOLUME

4

APRIL 2023 ISSUE

CEO UPDATE FROM HEATH BARNES

At Mercer Landmark, "Adding Value to Your Farm" is more than a clever marketing slogan. "Adding Value to Your Farm" is a forward-looking vision that should inspire us to pursue ways to unlock new value for our customers and members. However, before we dive into this concept let's take a look at some of the challenges we face that are affecting agribusinesses, from the farmgate to the consumer and how we're addressing them at Mercer Landmark. I recently shared this same information at our annual strategic planning session with our Board of Directors and at our 2023 Spring Kickoff Managers Meeting.

Having just passed the 1-year mark in the Russia / Ukraine war, we've experienced firsthand the impact this global event has had on the supply of fertilizer, oil, and grain supplies. The ongoing conflict is driving a wedge between markets and trading partners, and its long-term effects are difficult to predict. We likely don't spend much time considering how the strength of the dollar affects the broader market, and even less thought is given to what might happen if our largest trading partner succeeds in devaluing the dollar as the world's reserve currency. The bottom line is that the macro market is currently volatile and there's no short-term relief in sight.

Most of us hadn't heard of Silicon Valley Bank before its collapse became national news several weeks ago. Borrowing among banks has decreased to historical lows and lending has started to tighten which could impact agriculture financing. Our partnership with Co-Bank and Winfield gives us an advantage over other agribusinesses we may compete with in this new financial era. Big brands are clamoring to demonstrate to consumers that they are embracing ESG

(Environmental, Social, and Governance) practices. And if you're like me, just reading those words causes a small amount of vomit to creep up the back of your throat. Unfortunately, we cannot ignore it and hope it goes away. Today's consumers are continuously seeking greater transparency and assurance when it comes to their food. These types of challenges create opportunities for companies that are innovative, agile and growth minded like Mercer Landmark. Our Sustain Wheat Program is a great example of how our team has turned a potential headwind into a growth opportunity. Make sure you read Kirk's article about this on page 6. Programs like the Mercer Landmark Wheat Sustain initiative are only the beginning. The ability to track data and link it to a food product provides our customers with unique and lucrative opportunities. We don't have to believe in it, but we must leverage the marketplace to pull value back through the supply chain and add value to our customers' operations.

"Adding Value to Your Farm" is a forward-looking vision that should inspire us to pursue ways to unlock new value for our customers and members.

Although volatility can be frustrating, it also creates opportunities for our customers. The value we add is our ability to assist them in managing risks and providing solutions that increase their return on investment. Global events and macro-economic markets might get worse before we





Going Above

THE
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start to see improvements. Sustainability continues to be a critical issue we can't afford to ignore. Technology advancements offer solutions to help us work smarter but also change the way we sell and apply crop inputs. The pace of change is not slowing down, and the challenge is how to leverage change to differentiate Mercer Landmark and deliver new value back to the farmgate.

The "bottom line" is that our customers should be more profitable as a result of doing business with Mercer Landmark than they would be doing business with someone else. I am confident that our organization is positioned and equipped to face these challenges and convert them to growth opportunities that return new value back to our customers. Thank you to each and every one of you for bringing value to our customers' operations. We will continue to expand our business by adding value to our customers' and owners' operations. Thank you for being a part of this exciting journey.

-Heath Barnes, CEO



Employees Making a Difference

Customer Service is more than a 9-5 job. Sometimes it means being available when disaster strikes. That's exactly what some of the team members did when Tornadoes hit our area Friday night, March 31st. At 3:00 AM, Saturday April 1st Logan Peterson, Mercer Landmark Applicator at Elgin, received a phone call from Ty Whitney of WWA Farms, informing him that multiple bins had been destroyed on their farm. Logan then called John Burd after speaking with Ty. At 6:30 AM on Saturday, John Burd, the central Region Lead CPA visited the farm to survey the damage. John immediately knew that a grain vacuum would be needed to effectively clean up the grain from the damaged bins. Around 7:30 AM, John called Nolan Tinnell, Mercer Landmark's Northern Grain Operations Manager asking permission to use the grain vacuum at Convoy and Nolan quickly agreed.

John went to Convoy and met with John Lucente, of Convoy Agronomy to retrieve the vacuum. On his way back to Whitney's John Burd called Noah Illig, an Operations Supervisor at Elgin Grain, to let him know he was on his way to Whitney's. Noah jumped into action and met John and Logan at the farm to begin the cleanup process. They started to clean things up on Saturday, but the winds were still too strong to finish the work. Noah and Logan worked another full day on Sunday to help clean up the 8,000 bushels that remained in the 3 bins that were destroyed.

This exemplifies the "whatever it takes" attitude that our team strives to exhibit every day at Mercer Landmark to ensure that our customers feel respected, appreciated and valued by their experience with our Co-op.

Logan Peterson, Noah Illig, Nolan Tinnell, John Lucente, and John Burd all went "Above the Mark" in their efforts and should be congratulated for the Job Well Done!

Thank you all for your commitment to our cooperative and to our customers.

- Submitted by Greg Culp and Kirk Roetgerman





IF YOU'RE NOT GROWING...

...you're dying. I'm sure you've all heard this famous quote from Tony Robbins. We use it a lot here at Mercer Landmark when we're talking about the second core principle of our Culture – **GROW**.

For an organization that specializes in growing plants and animals, we should all be very familiar with the concept of growth. Every year we become firsthand witnesses as we watch the seeds planted by our customers transform and produce a valuable crop. Similarly, our livestock producers experience the same transformation with their animals. In the context of a business environment, growth or lack thereof determines your trajectory and, in this environment, there is no such thing as the status quo. Which is why at Mercer Landmark, the GROW mindset is so important to the success of our customers and our organization.

Without growth and transformation, seeds will never achieve their purpose.

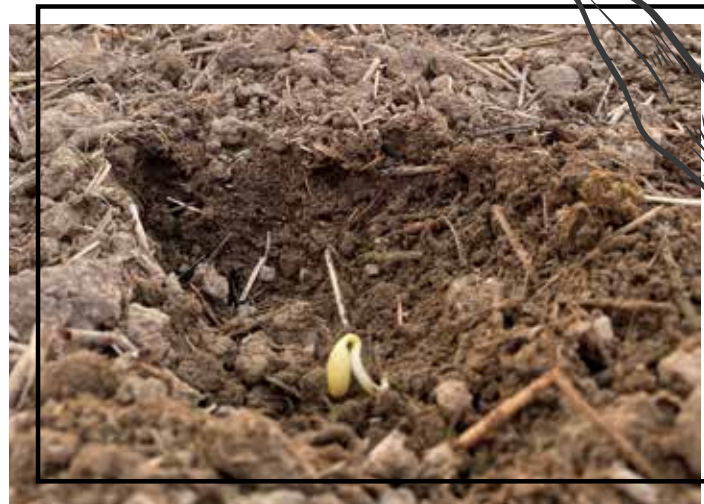
Growth should be one of the primary outcomes of our culture of innovation. It incorporates bottom-line business growth, but it also includes pushing the boundaries and stretching the capabilities of our teams to elevate the customer experience. Pushing, stretching and expanding don't necessarily conjure up images of ease and comfort. Rather, it reminds us of the old saying, "No pain, no gain!" In the last issue of The Mark, I stated that "Innovation is hard work and can be messy at times..." If innovation is messy – I'd say growth is "painful but gainful".



Think back to the individual kernels of corn being planted this Spring; without growth and transformation, those seeds will never achieve their purpose. Likewise, Mercer Landmark was established (planted) many years ago for a specific purpose that would endure for many seasons, and like a corn plant - when we stop growing, we start declining. As you read through this newsletter, you will see that our leadership team is committed to enabling and supporting a healthy growth mindset throughout our organization.

In Greg Culp's (VP Agronomy Sales and Marketing) article on page 10, he talks about a new approach that our Grain, Agronomy and Energy advisory teams are implementing to address customer expectations and help grow our business. Kirk Roetgerman, EVP Grain, describes in his article how an innovative idea transformed the customer experience at one of our Grain facilities. There are signs of growth happening all throughout our organization because it's at the heart of what we do. Keep up the great work and thank you for embracing a growth mindset!

- Neal Horrom, COO





2023 AIA Graduates

We recently celebrated the 2nd graduating class of the Ambition in Action program here at Mercer Landmark. The AIA Program was developed 2 years ago to organically develop leaders from within Mercer Landmark. This is the 2nd group of emerging leaders to graduate from AIA. The class was comprised of 11 employees from 4 different Business Units and 8 different locations. The participants that attended this year's sessions experienced presentations from all 5 Business Unit Leads, 3 outside Industry experts, as well as presentations from Heath, Neal, and myself, on co-op structure, finance, culture and strengths. The 8 month curriculum culminated in 3 unique business-involved projects. The 3 teams presented their final projects in front of the Executive Leadership Team and the Board of Directors in March. The Board was very impressed with the projects and presentations and will use the information in future decisions.

When asked about the attendees' favorite part of the Ambition in Action program, several answers were given:

"Information exchange from the 4 Business Units was very beneficial."

"The Gallup Strengths session was enlightening, and it helped us in our team projects to lean on other's strengths"

"The networking opportunities within the group as well as in each Business Unit was extremely helpful."

"Seeing the importance of "Eyes on the Business", from the aspect of the Business Unit leads and in relationship to the data gathering process for the projects was useful."

"Overall idea sharing".

Year 3 of Ambition in Action will be forming soon. If you would like to be considered for this program, or you have someone you would like to nominate, please reach out to Mark Roeth at mroeth@mercerlandmark.com.

- Mark Roeth, Director of Organizational Development



Front Row: Mark Roeth, Mark Bucher, Jaret O'Neil, Tyler Jordan-Ferguson, Virginia Missler, Natalie Appel
Back Row: Heath Barnes, Jacob Giere, Dylan Rose, Larry Bigelow, Jodi Bomholt, Neal Horrom
Missing from the picture: Jared Rollins, Dan Weitzel



GRAIN



I love the Spring window - temperatures warm up, daylight is longer, planters are rolling, and we begin to see the planted crop GROWING. I want to thank each and every staff member of the Grain Business Unit for their continuous effort in embracing the vision of the Company and utilizing the four pillars. How fitting it is that we are focusing on the GROW Pillar this quarter.

I tend to look at two main areas when considering the Grow Pillar – growing the customer experience and growing producer intake bushels. We are constantly being challenged on how we can differentiate ourselves from our competitors; especially in the competitive space in which we operate. Especially when every competitor in our trade territory offers a daily price for the producer's grain bushels.

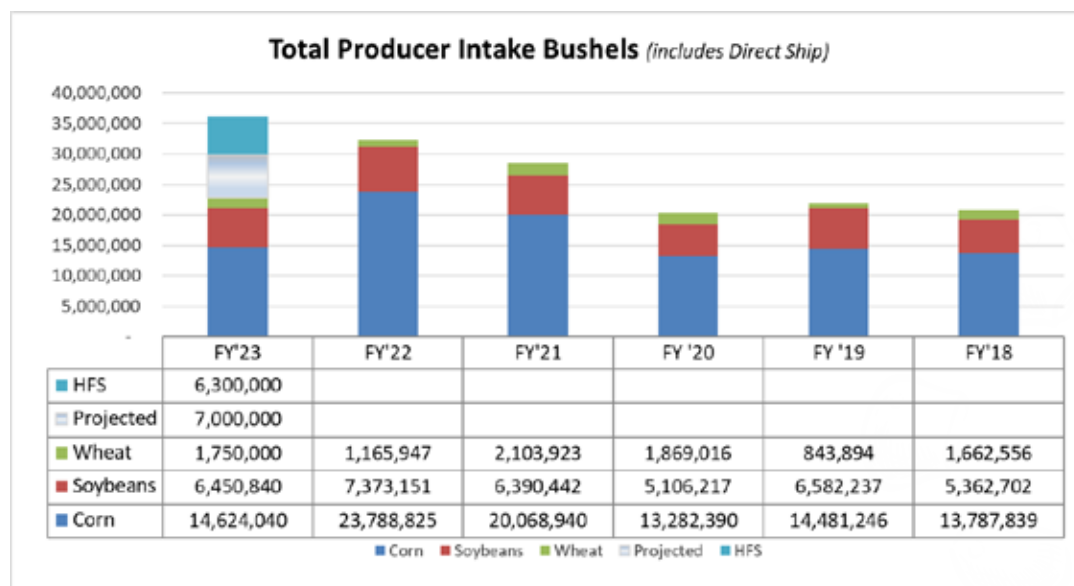
Customer Experience

Growing or enhancing the Customer Experience can be measured by the truck scales and our In and Out times recorded. In last quarter's Grain article, we updated everyone about the demolition and parking lot expansion project that was taking place at Convoy and the expectation that we would be able to handle grain in a safe, quick, and efficient manner.

I have included a table comparing similar total grain bushels dumped over a 2-day window at Convoy during the 2021 harvest season versus the 2022 harvest season after the completion of the project. As you can see from the table below, the customers at Convoy were able to get in and out of the facility 20 minutes quicker than in the prior year. This truly does create a positive experience for the customer as the customer would be able to combine an additional 10 acres of corn each day (based on 1,000-bu load with a 200 bpa yield.) This project was the definition of a win/win by gaining efficiency at the facility that led to a positive customer experience.

Growing Bushels

The easiest metric for the Grain Business Unit to analyze is to look at producer bushel intakes over the past years. The numbers in the chart below reflect the total amount of bushels being delivered to all Mercer Landmark facilities, including MPS, and direct ship bushels that are delivered under Mercer Landmark's name into a processor. .i.e. Bunge, Cargill, Poet, Cooper, etc.



CONVOY WAIT TIMES

**measured by Scale In to Scale Out*

HARVEST '21

October 22-23
157,000 bu
Open 8am-8pm
Longest wait: 98 min.
Average wait: 43 min.

HARVEST '22

October 24-25
155,000 bu
Open 8am-7pm
Longest wait: 30 min.
Average wait: 21 min.



The Heartland Feed Services (HFS) intake number is a combination of grain received through March 31 and a projection for the remainder of the fiscal year. This projected number is based on the remainder of the fiscal year for both Mercer Landmark and MPS combined bushels.

As you can see in the chart, fiscal year 2023 is projected to be just slightly better than 36 million bushels (doubled the business since 2016). This GROWTH in producer bushels wouldn't be possible without the GROWTH of the Feed Business Unit (MPS & HFS) and the Latty Hub opening new market opportunities and ultimately growing value and revenue back to our member owners.

Mercer Landmark Sustain Wheat Program Year 2

The grain Business Unit is currently offering producers who have enrolled acres in the TruTerra Platform a 20 cent per bushel premium on wheat delivered to a Mercer Landmark or

Heartland facility in July of 2023. This innovative program is made possible with the partnership between Mercer Landmark, TruTerra, and Campbell's, yes that Campbell's, the soup company. There has been tremendous growth in bushels and the number of producers delivering bushels in year two. Last wheat season's program paid a 10-cent premium and 23 growers (this number doesn't include landlords) delivered 150,000 bushels of wheat. 12 of the 23 growers were new enrollees in the TruTerra Sustainable Platform. This season as of April 14, 2023, the program has 350,000 bushels committed to be delivered in July. This number represents 29 growers and includes 3 new enrollments into the platform and of that, 110,000 bushels would be considered "NEW" wheat business. This program is the epitome of our Pillars – **Innovate, Grow, Development, Perform** – and is bringing great success to numerous Business Units within Mercer Landmark.

- Kirk Roetgerman, EVP of Grain



LOGISTICS

Since finishing harvest, we have been busy moving post-harvest grain. We've spent a fair amount of time hauling grain into Latty to fulfill Mercer Landmark's rail contracts. The Latty terminal has been a wonderful resource for our company as we are able to haul grain in much more efficiently than we can to other terminals. We have also had our trucks busy at farms this winter picking grain up from our members' storage bins. This grain pick up program has continued to grow since we started it. We are well over 100,000 bushels picked up this year, versus where we were just one year ago. Comments that I continually hear from our

member customers are how much they enjoy and appreciate working with our drivers. I greatly appreciate this sentiment and I am extremely proud of my team for this.

As we start to get spring kicked off, you might notice our new tankers traveling around the area. We have been very happy with this purchase. We were able to add one additional tanker unit to our fleet this spring and we were able to replace one, as well. With the increase of new farm tanks that we are delivering to this year, the additional tanker is already coming in handy.

- Cody Mabis, EVP of Logistics



MERCER LANDMARK SAFETY COMMITTEE

The Mercer Landmark Safety Committee has proven to be a great resource for us, and we appreciate the support from our Management Team and all our employees that allows for this continued success. The purpose of the Safety Committee is to act as an internal resource throughout our locations to identify concerns, make recommendations, and follow the proper steps towards corrective actions. Safety Committee Members have a special responsibility to support regulatory policies, report concerns, provide and seek feedback from others, and to lead by example.

It is expected that employees report safety hazards to their immediate supervisor, and we should also encourage open discussion with our Safety Committee Members. The Safety Committee Member role is not to be the "safety police", but to reduce risk and exposure to hazards by following Safety Committee Policy. Members are to serve as a "voice" that necessitates our efforts to solicit ideas and thoughts from other employees enabling us to develop the best one-time solution from our team.

FEED



This past week, we celebrated our 1st year anniversary of Heartland Feed Services. I can't say "Thanks" enough to our team for working through some tough times as we formed the new joint venture. You all did an awesome job and now we have many exciting opportunities that are in front of us. **This week we share our appreciation for our administration co-workers.** I would like to do an extra shout out to our admins for the great work they do supporting our customers and team.

Thank You!

One of Mercer Landmark's pillars is focusing on Growth. Because of our current size and scale of the newly formed MPS and HFS, we are positioned to buy ingredients and additives in larger quantities, resulting in better purchasing power. In addition, we have transformed our mills to species specific mills. Celina is swine only, MPS is poultry only and all cattle, calf, and dairy is manufactured at the St. Anthony location. Because of the operational efficiencies we are making, as well as better purchasing, we are bringing additional value to our customers.

Also on the positive side, the business continues to grow. We are experiencing expansion in the poultry business with additional flocks being added within our current system. Swine business is growing as well. We are seeing several new opportunities in the cattle business arena. The ongoing transformation of the traditional Holstein bull calf market switching to the cross bred (Holstein/Angus beef) calves is allowing our cattle team to expand our current calf program for our customers. This change will allow our customers to bring a higher value beef product to the processors. In turn, this will be providing a better product going to the grocery stores for their end consumers. Being a part of this aligned group will result in additional value of their animals to our customers/growers thus making the producers more profitable.

I feel we are just touching the surface of many new and exciting opportunities for our team, our customers, and our company.

- Mike Dammeyer, EVP of Feed

THE STRENGTH OF
THE TEAM IS EACH
INDIVIDUAL MEMBER.

THE STRENGTH OF
EACH MEMBER IS THE
TEAM.

- PHIL JACKSON

- Doug Duerr, Regulatory Director

If you want more information and/or are interested in becoming a member, be sure to ask one of your Safety Committee Members:

Tyler Jordan Ferguson – Rockford Extrusion
Aaron Flum – Chatt Agronomy
Brad Fortkamp – Coldwater Energy
Jammie Hughes – Latty Transportation
Tim Myers – Celina Feed
Scott Simindinger – Elgin Agronomy
Devon Stephons – Coldwater Truck Shop
John Zielke – Antwerp Grain

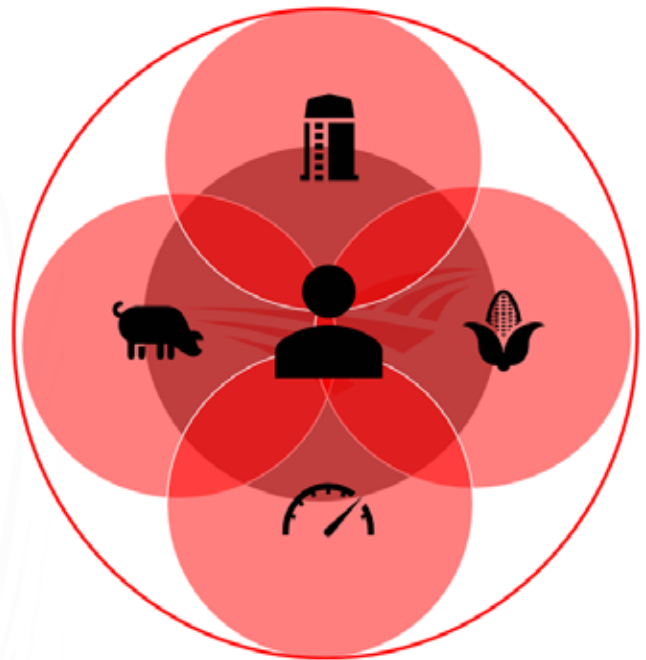


AGRONOMY

Growth is critical to the future success of our cooperative. We understand that if an organization isn't growing, it's dying. Mercer Landmark's growth mindset incorporates bottom-line business growth but more importantly, it also includes pushing boundaries and stretching the capabilities of our teams to achieve new levels.

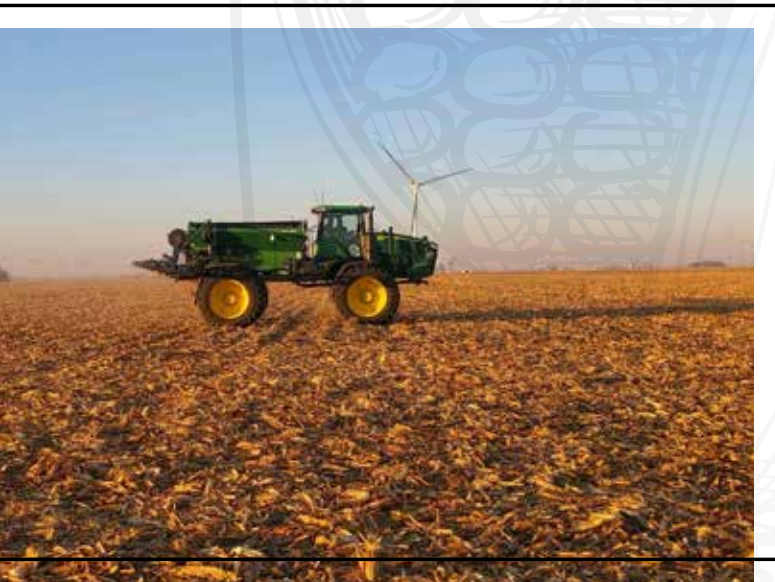
Any successful team recognizes the importance of every team member and the critical role they play in helping the team or organization achieve its goals. We've recently focused on the importance of teamwork in the agronomy Business Unit as it relates to sales, operations, and administrative staff. We also recognize that we must expand this approach within our entire cooperative organization.

When analyzing our top customers in grain and agronomy we discovered many customers that are among our top customers in one Business Unit, are not our top customers in other Business Units. Our goal is to have a unified customer approach when working with our customers. This approach simply means that we want to have one consistent message to our customers.



Mercer Landmark offers a full suite of solutions to the problems our members face. Maximizing yield, reducing risk in grain markets, maximizing rate of gain, and knowing propane or diesel supply and prices are in line with the growers needs. These are just a few examples of how our cooperative can help our members reach their growth and profit goals.

We recently took a first step in our path towards having a unified customer approach by having a meeting with our advisor teams from agronomy, grain, and energy. It was a great opportunity to get to know our team members better, share ideas for growth, review customers and build plans for calling on these customers with one unified approach. We look forward to more meetings like the one we had on March 29th when we incorporate our feed team into these types of discussions as well. It's exciting to be a part of a team that is focused on customer growth. If we put our customers' goals at the core of our discussions and build farm plans centered on customer success, we will all grow together. This approach will ultimately grow and benefit Mercer Landmark's business as well.



The growth we desire can only be obtained if we're able to maximize our time. The collaboration between Business Units to have a unified customer approach is one way we are able to do that. Two other key applications have been the modifications to our Coldwater fertilizer facility and by integrating centralized dispatch of our liquid and dry machines.

At Coldwater, we moved the old fertilizer blender out back to focus strictly on blending cover crops. Inside the building, there is a pad and columns poured to eventually have an overhead tower to load trucks and spreaders. Currently we are setting up an 8-ton weigh hopper and blender with a conveyor to load trucks in this area. The mindset of our customers is to grow their operations and maximize their time with speed and efficiency and these additions allow us to keep up with that demand and grow along side our customers.

Any successful team recognizes the importance of every team member and the critical role they play in helping the team or organization achieve it's goals.

Integrating into a centralized dispatch system puts a new spin on growth. Our regional dispatch manager, Dusty Rutledge, has evaluated our application machines on an acres applied per hour basis and focused on maximizing that number through centralizing our dispatch. To provide the best possible level of customer service, dispatchers work with their teams and each other to increase acres per hour applied. As a team we realized the only way we can grow is to be more efficient with our time. Centralized dispatch has allowed us to do just that. Dusty and his team are looking to get each machine up to 50 acres/hour. They have been very successful over the last two years in accomplishing this. A major benefit from this process has been to lower the number of machines we ran, as well as upgrading to the newest machines and technology



available. This will allow Mercer Landmark to continue to push the limits of our efficiency.

Every one of us plays a critical role in growing our business and we would be remiss if we didn't take this time to say a huge thank you to all of our administrative professionals as we celebrate them this week! Each one of our administrative professionals is a valued piece of our business and we are all grateful for your contributions and the passion you take in your roles. Growth would not be impossible if it weren't for all the hard work you put in. Thank you!!

**- Greg Culp, VP of Agronomy Sales + Marketing
& Kyle McCalla, VP of Agronomy Operations**



ENERGY

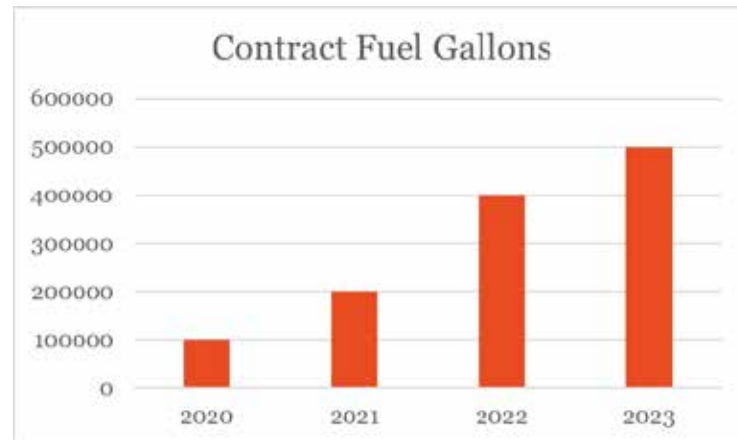
Expanding Territory

As our Propane Business Unit continues to gain efficiencies from the use of tank monitoring technology and the addition of storage tanks at St. Anthony, we are pushing out our service area in all directions. Unlike petroleum trucks, propane trucks only haul one product. This decreases the concern about not having the right product on the truck, allowing a larger diameter of delivery from our re-fueling tanks. Our goal is to be the Propane supplier of choice for Northwest Ohio and Northeast Indiana allowing us to support our Agronomy, Feed, and Grain Business Units' customers.

Our Petroleum unit is consistently seeing efficiency gains from the use of tank monitors. With approximately 35 tank monitors on fuel tanks, we have a long way to go to catch up to the 1800 monitors we have on propane tanks. The growth we are experiencing in Fuels is coming from within Mercer Landmark's traditional trade territory. As we leverage the customer relationships of other Business Units, we are currently adding tanks and gallons to support this growth.

Fuel Contracting

Managing fuel cost through turbulent times can be exhausting. A few years ago, if the markets moved 3-4 cents in a week it was considered extreme. Now the markets have 15 cent swings in a single day. To assist customers to manage those risks, Mercer Landmark offers fuel contracting. Contracts are customized to meet our patrons' needs. We can contract any amount of Gasoline or Diesel for up to 12 months, up to 24 months with volumes of 42,000 gallons or more. Target orders may also be placed by customers. We offer a Pre-pay and a 10-cent premium Lock-in program. Contact Justin (justins@mercerlandmark.com) for details.



ML Connect

Our Energy Office Team is working hard with the Agvend team to develop the Energy portal. Weekly meetings and hours of research and data gathering are being poured into the portal development. Coming this summer customers will be able to order products, pay invoices, sign contracts, and more. All from the Connect app 24/7.

Thank You, office team for your commitment, hard work, and dedication to offer premier customer service.

New faces on the Energy Team

Ed Martin has joined us as a Propane Service Technician. Ed is filling Don Knapke's position, who retired in January.

Zac Fulmer has re-joined the Mercer Landmark Energy Team as a Hazmat driver. Zac will be taking over Rod Brodbeck's route, upon Rod's retirement later this year.

- Joe Hart, EVP of Energy

TANK PAINTING: Our team is preparing for busy summer painting season. If you see a ML tank that needs pressure washed and/or painted, call the Energy office (419-678-4811) with the address, or send us a pin drop (propane@mercerlandmark.com).

HR UPDATE

New Hires - Since January 9, 2023

Preston Browning | GENERAL LABORER

Daniel Bruns | CDL DRIVER 2ND SHIFT

Jared Fennig | GENERAL LABORER

Zachary Fulmer | CDL DRIVER

Troy Grime | CROP PRODUCTION ADVISOR

Madaline Hanson | KAHLER SYSTEM LEAD

Jessica Hinton | DATA ENTRY CLERK

Keith Marbaugh | MAINTENANCE LEAD

Edward Martin | PROPANE SERVICE TECH

Olivia Miller | ADMIN ASSISTANT

Jason Place | AGRONOMY DRIVER

Don Rethman | CDL DRIVER

Matthew Rose | CUSTOM APPLICATOR

Jack Roth | PART TIME CDL DRIVER

Daniel Schmitmeyer | CDL DRIVER

Jeffery Smith | CDL DRIVER

Ally Ott | MANAGEMENT ASSOCIATE

Recruitment + Referral Bonuses

We have several open job postings. Encourage family, friends, previous coworkers, etc to come and work for us. Reminder: Employee referrals (if hired FT) are given \$250 when the candidate has been employed for 90 days and an additional \$250 when the candidate has been employed for 1 year.

To apply: mercerlandmark.com/careers

HR Help Desk

In an effort to streamline the process for HR questions and concerns, we have created a help desk. Please send all HR inquiries to

hrhelp@mercerlandmark.com.

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For more info, contact
Yvette Fuelling at
yvette.fuelling@bankatfirst.com

**Keep a lookout in the next month
for 2023 Uniform Order Emails!**

-Marissa Gibbons, Director of Human Resources

THE IT CORNER

Using Technology to Drive Efficient and Effective Operations

Technology is an ever-increasing part of our everyday lives, and when utilized to its fullest potential it can be a powerful tool that can accomplish a great number of things. You have probably heard of (and have hopefully tried) Mercer Landmark Connect. This type of technology is incredibly important to making sure our internal operations are both efficient, effective, and accurate.

A great example of utilizing technology to drive accuracy and efficiency is our utilization of both software tools and iPads in our logistics and application functions. We currently have an iPad

in every piece of application equipment and all our tender trucks. This helps to improve the accurate flow of information, making sure our application equipment is in the right place at the right time and has traveled the appropriate route to get there. As a company, we have been able to do more work with less, utilizing these tools to be a more efficient operation, ultimately allowing us to better serve our customer patrons.

Feed is another example where we utilize tablets and automation to improve both our order accuracy and delivery timing. We are beginning to utilize bin sensors to track and forecast on-farm feed to make sure that our deliveries are timely, and animals never go hungry.

Our goal at Mercer Landmark IT is to utilize every possible tool to better serve each Business Unit. As technology evolves, our desire is also to utilize these tools to help each Business Unit grow.

-Adam Farmer, Chief Technology Officer





Help Us Welcome our 2023 Summer Interns

We will be welcoming our 8 Interns for the summer in a couple weeks on Monday, May 15th. Mercer Landmark's Internship program consists of an Apprentice Tier and an Associate Tier. The Apprentice Internship Program is designed for pre-Junior year college students, consisting of a 14-week program with the main emphasis in a specific Business Unit (BU).

The Associate Internship Program is designed for pre-Senior year college students, consisting of a 14-week program with 2/3 the time in the main BU of interest and 1/3 time rotating through the other 4 Business Units. A Scholarship Opportunity exists for the Associate Interns completing the program.

**Please help me welcome these
8 Students to our Internship
Program in 2023:**



Johnathan Dorsten | Agronomy/Grain | Latty

Ruby Slentz | Agronomy | Chatt/Glenmore

Mack Fortman | Feed/Grain | Minster/Celina

Keith Houser | Grain | Celina

Heather Oberlin | Agronomy | Latty

Cameron Rinker | Agronomy | Chatt

Ashton Ritter | Agronomy | Coldwater

Samantha Knapke | Feed | St. Anthony



Mercer Landmark, Supporter of the Year

On Monday evening, March 27th, Mercer Landmark attended the 2023 Emerging Agriculture Conference at Wright State University Lake Campus. In addition to being able to connect with students that are entering the job market the next couple years, we were honored to accept the award, Supporter of the Year.

Upon accepting the award, the WSU Lake campus staff commented:

"Mercer Landmark has provided a great deal of opportunities for our students during the 2022-23 academic year by providing interactive tours, informational guest lectures, and general support. The WSU Lake Campus Agriculture Program students toured the Answer Plots, receiving hands-on Agronomic training and toured the MPS Feed Mill, while learning about the logistics of grain receiving and marketing. The students also gained from having many employees of Mercer Landmark come into class to provide guidance to our students.



We are excited that 3 of our agriculture students will be interns with Mercer Landmark this year, where they will get real world experience in various facets of Agriculture. We appreciate Mercer Landmark's contributions to the Emerging Agriculture program and events here at Wright State."

We were honored for the acknowledgment, and are looking forward to supporting the Wright State Lake Campus Agriculture Program in the many years to come.

- Mark Roeth, Director of Organizational Development





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