

Osage Cooperative Elevator

The Osage Cooperative Elevator was founded by area producers on February 13, 1945. For the past 75 years it has served farmers and consumers in the Osage area with a wide range of products and services. The Coop is owned by 654 members. They are made up of 447 Class A and 207 Class B members. Class A members are defined under Iowa Cooperative law as agricultural risk takers and have the right to vote on Coop matters. Class B members are customers who do business, but are not agricultural risk takers. They do not vote in Coop matters but both groups share in the profits of the Coop as they are distributed amongst the owners.

The Coop is operated under a seven person Board of Directors. They set policy, direction, and hire a manager. Directors are elected to serve a three year term at the annual meeting. The Coop's manager is Gayle Melcher. There are thirty-five full time employees with another five to six employees needed seasonally.

The Osage Coop contributes to the community by providing, this past fiscal year, about \$2.9 million in payroll and benefits, \$221 thousand in property taxes, and utilities in the amount of \$316 thousand. The Coop is a major community supporter to the Mitchell County Fair, Fire Department, 4-H, and other causes. The Coop holds an annual chicken BBQ to thank customers and the community each year. This past summer's BBQ served over 850 people. The local Osage FFA Chapter farms on shares the crop ground the Coop has out by the grain bins west of the railroad tracks.

In the last fiscal year that ended December 31, 2018, the Coop had sales of over \$53 million of grain and \$28 million of merchandise. Grain storage and service revenue were \$1.5 million. Local savings were \$1.4 million and after regional patronage total profits were \$2.2 million. \$979 thousand was paid to Coop members, of which 35% was paid in cash and the balance being deferred.

The Osage Coop purchases grain, sells feed, propane, agronomy products, and retail diesel fuel. The Coop also provides all related services such as grinding and mixing of feed, custom application, and drying of corn. There are both livestock and agronomy salespeople who can assist with feed and soil testing to making the correct recommendations for your farming operation.

The Coop constructed an 11,000 ton dry fertilizer plant in 2016. An 8,500 ton 32%N storage tank was constructed in 2018. Grain storage has been added to over the years with current storage capacity of six million bushel. There are five grain dumps and two corn dryer set-ups. The Osage Coop operates multiple pieces of application equipment and a fleet of feed delivery trucks.

Most people think of the Coop as only for farmer's needs, but we offer a wide range of other products and services. They include propane cylinder filling, home heat propane delivery and tanks, pet and horse feeds, softener salt, and a retail diesel pump. You do not need to be a member of the Coop to do business at the Coop. Osage Coop is located at 216 Mechanic in Osage.

Osage Coop is one of only seven single location coops in the State of Iowa. We thank you for your past and future business.