

Talking Points/FAQ's



The Board of Directors for both Central Valley Ag (CVA) and Farmway Co-op, Inc. (Farmway) have each voted unanimously to begin a formal study regarding the merging of the two cooperatives. This study will be considered and reviewed by both cooperatives to determine if consolidation would be beneficial to the members of both cooperatives.

The following are some talking points and frequently asked questions regarding the formal study. Both Central Valley Ag and Farmway are committed to bringing value to the market and to their members as well as engagement and opportunities for growth to their employees. Further communication regarding a merger will be made when appropriate.

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Why is Farmway and Central Valley Ag (CVA) undergoing this study?

Both Farmway and CVA place a heavy emphasis on bringing value to their customers/members. Both cooperatives feel that combining resources could very well offer an opportunity to increase the value for their respective customers/members regardless of location and allow them to better serve their markets. Discussions have also uncovered that both cooperatives are very similar in their cultures, missions, visions and leadership, making it possible to explore such actions. This study will help determine the opportunity to realize savings, improved purchasing power, efficiencies in operations and administrative support and overall growth.

Who is completing the study?

The study is being commissioned by Brad Perry Consulting, and both cooperatives feel confident and comfortable with this neutral third party.

Does this mean that Farmway and CVA are merging?

This is simply the first step in a process to explore a merger. Once the study is complete, the management and Board of Directors for both Farmway and CVA will review the findings and determine if further action is warranted.

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What happens to AgMark, LLC?

CVA and Farmway are currently part owners of AgMark LLC so a merger between the two cooperatives will have very little to no foreseen impact on AgMark. A merger could in fact strengthen AgMark as it may provide an opportunity to consolidate bushel volume and focus on new markets for grain.

What will happen to the Farmway administrative office in Beloit?

There are no plans to close the Farmway administrative office in Beloit as both cooperatives understand the value of having many management decisions made on a local level.

Who is CVA?

Central Valley Ag is a farmer-owned cooperative headquartered in York, NE. CVA has locations in Iowa, Kansas and Nebraska. CVA is an innovative leader providing products and services in grain, agronomy, feed and energy. You can find more information on CVA by visiting www.cvacoop.com

Who is Farmway?

Farmway Co-Op, Inc. is focused on helping their producer-owners succeed. Headquartered in Beloit, KS, Farmway has 37 locations across nine counties in North Central Kansas, offering energy, agronomy, feed and grain solutions. Find out more about Farmway by visiting www.farmwaycoop.com

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What does this mean for the customers of both Farmway and CVA?

Both Farmway and CVA place the utmost importance on their customers and will continue to do so, regardless of the results of the study or future actions regarding a merger. Ultimately, both cooperatives are looking to improve the value they offer their customers and opportunities for growth.

What does this mean for the employees of both Farmway and CVA?

Both cooperatives understand the inherent value that their employees bring to their respective organizations. Consideration of this merger is being done with the hopes of creating a premier destination employer for quality, talented employees in Kansas, Iowa and Nebraska, offering opportunities for advancement, new experience and excellent employee engagement.

When will the study be completed and what is next?

The study is expected to be completed within 60-90 days. Any new developments or actions will be communicated clearly to the customers and employees of Farmway and CVA. The next step is to complete, review and discuss the study and determine if any next steps are prudent, which may include public informational meetings and further action from both Board of Directors.

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Where will the new cooperative's headquarters be?

Who will be the management of the new cooperative?

The home office of a Farmway/CVA merged cooperative would be in York, NE. A key regional office would remain in Beloit, KS. Carl Dickinson, current President and CEO of CVA would act as the President and CEO of the merged coop, with Art Duerksen, current President and CEO of Farmway playing a key role in the management of the new merged cooperative.

What if I have other questions regarding this possible merger?

You can reach out to both cooperatives for assistance, if you should have any further questions or concerns.

- Farmway: contact Mallory Wittstruck, VP Communications & Member Services for Farmway
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- Central Valley Ag (CVA): contact Tom Palmertree, Senior VP of Marketing for CVA
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