



Scan marker for Augmented Reality experience.

A REAL-TIME LOOK INTO OPERATIONS

INSTRUCTIONS:

- 1. Download the BLUairspace app from your app store for an immersive look into Aurora's past year.
- 2. When you see an icon such as the one above, open the **BLUairspace app.**
- 3. Point your phone's camera at the icon, then tap the **SCAN** button.
- 4. Loading bar will appear.
- 5. Begin experiencing interactive 3D content! If a lock appears at the bottom of the screen, slide towards the lock to "lock" into the augmented reality experience. This allows you to walk away from the marker but still view it.

WE KNOW YOUR ROOTS

You're a farmer. You've learned your land and know it well, thanks to the generations of growers that came before you. Farmers who met every challenge with determination and grit that went unmatched when working together. While a lot has changed in the world and the agriculture industry in the past century, one thing didn't – our commitment to your family farm.

As your partner, we're here to better the legacy of your family's farm with the same level of determination that the first Aurora Cooperative partnerships had in 1908. We've come to know the roots of your operation and the community behind it by serving you season after season. Your farm is our investment; every decision we make at Aurora is made with our farmer-owners in mind. We believe our service doesn't stop until you do, and we're rooted in your operation.

We want to thank you for your trust in us for the last 100+ years. Let's work tougher together to ensure the next 100 yield even better results.

BILL SCHUSTER

Chairman

CHRIS VINCENT

President & CEO

Bill Schueler Manhause





- 1908 Local farmers raise \$9,800 to build a 31,000-bushel, wood-cribbed elevator in Aurora.
- **1911** Murphy farmers raise \$7,500 to build a 31,000-bushel, wood-cribbed elevator.
- **1934** The Omaha Bank for Cooperatives is organized and begins providing the cooperative with an operating loan.
- 1943 Name is changed to Aurora Cooperative Elevator Company, by-laws are amended to allow patrons who could not previously own stock to earn shares and participate in patronage refunds.
- **1969** Merged with the Co-op Elevator in Marquette and a service station is purchased from Community Oil Co.
- 1975 Annual sales surpass \$33 million.
 - 1986 Purchased co-ops in Grand Island and Chapman, and Cairo fertilizer plant.
 - **1988** Merged with Harvard Co-op, included facilities in Clay Center.
 - 1993 The company had 105 full-time and 67 part-time employees and an annual payroll of \$2.8 million.
 - 1996 Merged with Ong Coop.
 - 1998 Purchased Koch Agronomy in Central City and built new location in Sodtown.
 - 2000 Aurora Cooperative is merged with CBA and purchased the Cargrill elevator in Central City, increasing storage capacity to more than 35.6 million bushels and 207 full-time employees.
 - 2001 Purchased Carleton Agronomy from Cargill.
 - **2004** Merged with Farmers Union of Dannebrog.
 - 2005 Purchased feedmill in Grand Island and Central Irrigation in Henderson.
 - ${f 2006}$ Merged with Keene Coop and acquired ownership of Big Flag, LLC in Kearney and Gibbon. Groundbreaking for Aurora West.
 - **2007** Merged with Upland Coop, acquired Fahrenbruch Farm Center in Bertrand and built Minden Agronomy.
- **2008** The Aurora Cooperative celebrates 100 years.
- 2009 Aerial division takes flight and purchase of Grant location.
- 2010 Aerial expansion, adding 4 locations in Nebraska.
- **2014** Colorado expansion with Tri-County Ag in Wray.
- 2017 Purchased location in Neligh and Norfolk, Nebraska and Mitchell and Tyndall, South Dakota.
- 2019 Aurora Cooperative has 639 full-time employees and 65 part-time employees in 82 locations across 7 states with over 1 billion in sales

APARTNER IN EVERY COMMUNITY

People make the difference. We strive to always be a trusted partner for our farmers so they can continue to create and carry on the legacy of their family farm and their community. Wherever our farmers call home is where we work to put your success first. From initial planning and planting, to growing and harvesting, our lights are on until yours are off.

2019 CAPITAL INVESTMENTS

AURORA BALL PLANT | AURORA, NEBRASKA

AURORA TANK PROJECT | AURORA, NEBRASKA

PREFERRED POPCORN BINS | CHAPMAN, NEBRASKA

LAND FOR SITE RELOCATION | DONIPHAN, NEBRASKA

DRY FERTILIZER WAREHOUSE | GRAND ISLAND, NEBRASKA

NEW BIN/LEGGING AT FEEDMILL | GRAND ISLAND, NEBRASKA

A-STOP LOCATION | HASTINGS, NEBRASKA

GRAIN RINGS | SEDAN, NEBRASKA

AERIAL SERVICES | TRAER, IOWA



HASTINGS A-STOP OPENS

To promote and support ethanol production in Nebraska, Aurora Cooperative has been bringing more fueling options to communities across the state. In April of 2019, we opened a new A-Stop location in Hastings to supply the surrounding community with four types of select fuels including E15.

LOCATIONS OF INITIATIVES

In 2019, Aurora Cooperative supported over 138 communities through a variety of initiatives and donations. These donations are the foundation for launching new partnerships, supporting ongoing community services and farmers across the Midwest and beyond.

KEY

- 138 Communities Supported in 2019
- 10 Impact Capital Investments of 2019

TOTAL DONATIONS \$471,947

GROWING A COMMUNITY

The success of our owners relies not only on their acres, but on the communities they belong to. Across rural America, our investment in agriculture extends into local communities, schools and youth organizations, so future farmers will have a vibrant place to call home.

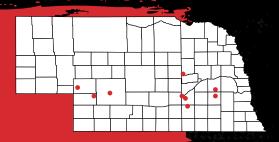
CULTIVATING THE NEXT GENERATION'S SUCCESS

The future of agriculture lives in the next generation. This year, Aurora's community investments also involved sponsoring education through the distribution of 15 scholarships worth \$10,000. The internship program brought talented individuals from across the state to Aurora Cooperative, with four of the five eligible interns continuing their career with Aurora after completing their college education. We're committed to supporting the youth and their passion for farming through scholarships and internships, so the communities we serve will continue achieving success for years to come.

INTERNS FROM ACROSS THE STATE

This year we were able to support interns from communities across our trade territory:

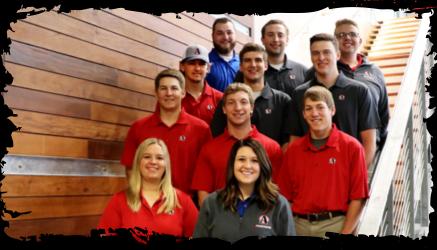
Albion Grand Island
Seward Denton
Wallace Aurora
Ogallala Sutton
Gothenburg





"We do business with Aurora Cooperative, they help me out with school, and I teach the next generation of agriculturalists. I am grateful you chose me for this scholarship, it's nice to see that Aurora Cooperative gives back to the youth."

- Emma Goosic, Franklin, Nebraska



5-\$1,000 SCHOLARSHIPS

10-\$500 SCHOLARSHIPS

TOTAL OF \$10,000 IN SCHOLARSHIPS







WE KNOW YOUR ROOTS: HAMILTON COUNTY

Aurora Cooperative believes in the value of rural communities because we started in a rural community over 100 years ago. Still based in Hamilton County, Nebraska, where local farmers first joined together to start the cooperative, we at Aurora aim to be a good neighbor and strong supporter of the hometowns we serve.

2019 COMMUNITY INVESTMENTS

There is no cooperative quite like Aurora Cooperative because we believe in putting the good back into the communities we serve. From supporting local sports teams, to providing real-world experience in the form of summer camps and community days, Aurora is invested in the next generation of agricultural leaders. Below are a few community investments we had the pleasure of making in Hamilton County:

32 EDUCATIONAL SUMMER CAMPS

AMERICAN LEGION POST #42 BASEBALL PROGRAM

SUPPORTED 15 SCHOOL ACTIVITIES | AURORA, GILTNER AND

HAMPTON, NEBRASKA

GILTNER PLAYGROUND EQUIPMENT FUNDING

SUPPORTED 26 COMMUNITY EVENTS | AURORA, GILTNER,

HAMPTON AND PHILLIPS, NEBRASKA

POSITIONING FARMERS FOR SUCCESS



"We do business with the Co-op because of the great service and convenience they provide for us. We have developed a great relationship with everyone working there from the grain side to the service center; we trust them and they know our operation. There is no doubt they are a huge asset and continually give back to the community. The town of Aurora would not be the same without the cooperative and all they have done."

— Ned Grosshans, Aurora, Nebraska



"Aurora has helped us out tremendously in the funding of our playground equipment. This has helped enhance our school and the community of Giltner. If it wasn't for (Aurora) this wouldn't be a possibility. Even though you don't have a location here you are still making an impact on the town of Giltner."

Keli Baur, School Booster Club
 President and Head of the Playground
 Committee, Giltner, Nebraska



"Aurora has some very great people that we can lean on and that help us out. We can get advice from them and we are very grateful for that. I am glad that those people are around because I don't think any one person could know anything anymore."

- Bill Schuster, Phillips, Nebraska



"Aurora Cooperative has been helpful in providing real life experiences for my students to gain first hand knowledge about the agricultural industry. They are very accommodating in connecting the students with resources they need to make decisions regarding their future career plans."

— **Barb Bonifas,** Aurora High School, Aurora, Nebraska

12











FUEL THE CURE

In conjunction with the Nebraska Ethanol Board, Aurora's "Fuel The Cure" promotion is our annual promotion and pledge to help fight cancer. This past October, 3° of every gallon sold of clean-burning E15, E30 and E85 was donated to the Fred & Pamela Buffett Cancer Center to support cancer research. The goal of Fuel the Cure is not only to raise funding to fight cancer, but to provide education on how using more biofuel may reduce air pollution. In total, 80,549 gallons were sold amounting to a donation of **\$2,416**.

A-SHOW LIVESTOCK REWARDS PROGRAM

2019 was the inaugural year of Aurora's A-Show Rewards Program, where junior livestock showman had the chance to be eligible for cash prizes.

Fifteen towns were represented by 26 families and 57 individuals in 14 county fairs across our trade territory in Nebraska and Kansas. We awarded 11 county champions or reserve champions across all species, and sent three individuals to compete at the 2019 Nebraska State Fair. Aurora Cooperative fed the Champion 4-H Breeding Heifer exhibited by the Spencer family, the Reserve Champion 4-H Breeding Doe by the Klein family and the Reserve Champion FFA Market Barrow exhibited by the Jacobs family.

All the money spent at the livestock auction, went back to future farmers.

FEED REWARDS PROGRAM

10/6/2019	Jack Jacobs	\$150
10/7/2019	Jack Jacobs	\$275
10/8/2019	Tamryn Klein	\$250
10/8/2019	Ivan Baldwin	\$150
10/8/2019	Madison Hirschman	\$350
10/8/2019	Emma Jacobs	\$150
10/8/2019	Jack Jacobs	\$75
11/1/2019	Hayley Wichman	\$100
11/15/2019	Landon Lienemann	\$400
11/18/2019	Konnor Nielsen	\$150
12/12/2019	Hayley Wichman	\$50
12/13/2019	Marty Baldwin	\$150
12/13/2019	Marty Baldwin	\$150

Total \$2,400



Donations we made at livestock auctions and county fairs

\$49,269



SUPPORT THROUGH EVERY GROWTH STAGE

Regardless of your field, Aurora Cooperative has a full lineup of products and services to meet your crops needs throughout all stages of the growing season. Prior to planting, we work with our farmers to develop a game plan based on research, inputs and information. Then, through our four core areas of services – dry, liquid, aerial and tissue, grid and soil sampling – we help our farmers finish what we started, together. We map out multiple touch points between our farmers and experts, to guarantee that no detail or opportunity slips through the cracks.

APPLICATION STATS 2017-2019:

Dry Acres: 2,104,831 Acres

Liquid Acres: 4,954,027 Acres

Aerial Acres: 4,152,405 Acres





SAMPLE STATS 2017-2019:

Grid Samples: 505,500 Acres

Tissue Samples: 8,561 Samples

Composite Soil Samples: 19,271 Samples

SCOUTING APP

Aurora's internal scouting app is an interactive tool that allows our agronomy team to track, share and develop reports to communicate what is going on in our growers' fields, so we can offer seamless solutions to every operation.

AGRONOM



Scouting Reports in 2019







2019 brought unpredictable weather to the Midwest. Torrential rains battered crops, delaying the growing season and harvest, and hurting growing opportunities for our farmers. At Aurora, we know how crucial a successful harvest is in order to maintain the livelihood of not only the farm but of the community that surrounds it, which is why our lights are on until yours are off. We were truly tougher together in 2019 and are pivoted to help our farmers sustain success and growth for 2020's harvest.



HARVEST STATS 2017-2019:

Inbound Bushels: 304,927,712 Bushels

Trucks Inbound: 319,375 Trucks

Rail Cars: 50,831 Cars







Pictures are featured winners of our 2019 Harvest Photo Contest.



SEEDING THE FUTURE

At Aurora Cooperative, we know how critical seed placement is for your field, which is why we provide a local agronomy team to learn and understand the dynamics of the acres on your farm. Giving you the best opportunity to succeed today and in the future, our new seed, Prairie Valley, offers cutting edge technology and the latest in seed innovation.

A historical seed brand that was founded in the area over 70 years ago, Prairie Valley was revived and developed using historical data and research from our owners' fields. We always test our products in an 8-county seed zone, so farmers can have a firsthand look at how our products perform in your local area. The Prairie Valley result is a seed with premier traits and genetics, making it the perfect fit for your field.

WOULD YOU RATHER...

Have hybrids selected for a seed zone that covers 16 states

OR

Have hybrids selected for an 8 county seed zone?







CHOOSE LOCAL
Selecting the right local genetics for your farm.





PRESERVING YOUR ROOTS

Keeping the farm in the family over many generations is a dream shared by many across ag operations. But it's crucial to start the conversation of transitioning the farm to another generation before the move is even needed. Planning for transition will help ensure that any decisions that need to be made are considered from every angle. At Aurora, we've come to learn the roots of your operation and are here to help see the success of your farm continue throughout the generations.



"I just wanted to give a kudos to Allan Vyhnalek and the extension department for their great work in partnering with the Aurora Coop in delivering an outstanding three part Farm and Ranch Succession Seminar. (His) presentation was outstanding to the point that I attended the following two days as well. This is a great example of extension bringing the University to the general public, especially in greater Nebraska."

— Robert M. Schafer, University of Nebraska Board of Regents, District 5

CONNECT TO YOUR OPERATION FROM ANYWHERE

The new Aurora Cooperative mobile app allows farmers to connect to their operation from anywhere. Download the app to see bids and live markets, view invoices and statements, receive real-time scale tickets and sign contracts with just a touch of the finger. Customize your experience with this easy-to-use app and start connecting with Aurora Cooperative from wherever your farm is.

Download the free Aurora Cooperative app from your phone's app store.



60.86% FARMS WILL TRANSITION WITHIN NEXT 5 YEARS

68% HAVE NO SUCCESSION PLAN



"Succession planning is the thing we all put off so this workshop helped me and my family get started. The information was outstanding, and nothing was pushed down your throat it was just very very informative and I can't thank you guys enough."

- Robert Engle, Geneva, Nebraska



"We live on my husband's homestead and we would like to make sure it stays in the family. This workshop series has taught us how to start the discussion."

- Kylene Schroer, Lawrence, Nebraska



BETTER DECISION-MAKING AND BETTER RESULTS

Acting as a classroom and research facility, Aurora Cooperative Owners Acres allow farmer-owners to see how products will yield different solutions. The 287 acres across Aurora, Hastings and David City make it possible for our team to take risks in our research and test aggressive agricultural practices through experimental applications. That way, farmers know with confidence what practices can be put in motion.

"Aurora does really good things with gathering data for us farmers to see what is the best system to continue to be more efficient and be better farmers."

- Tony Birkel, David City, Nebraska

Over **500 people** stopped by our Owners Acres event, with numerous FFA and Ag Classes in attendance.

FFA/AG CLASS DAY

163

OWNERS ACRES FALL TOUR

346

GRAND TOTAL OVER 2-DAYS

509

SUCCESS THROUGH SAFETY

To protect our farmer-owners and employees, Aurora Cooperative is determined to ensure everyone makes it home safe at the end of the day. From our modern facilities to proper safety equipment and hands-on educational opportunities, everything we do at Aurora is rooted with your safety in mind.

1,480

Training Conference Registrants

16

Different Trainings





WE KNOW YOUR ROOTS: KEARNEY COUNTY

Aurora's purpose is to create the best profit opportunities for our owners and their farm – plain and simple. It's why we always do our best to learn not only the roots of the farms we work with, but the communities they are a part of.

2019 COMMUNITY INVESTMENTS

By learning the communities that our farmers come from, we're able to understand the challenges and opportunities that they face. Working with Kearney County from generation to generation has allowed Aurora to invest in facilities, people and processes that will position their community for success. Our spirit of collaboration, vision and purpose has maintained in Kearney County and like your operation, we're here to ensure it performs at the highest level today and for years to come.

AMERICAN LEGION POST #94 BASEBALL PROGRAM

FLOOD RELIEF SUPPLIES

SUPPORTED 10 DIFFERENT SCHOOL ACTIVITIES | MINDEN, WILCOX-HILDRETH, AXTELL, AND FRANKLIN, NEBRASKA

10 DIFFERENT COMMUNITY EVENTS | MINDEN, AXTELL, UPLAND, HILDRETH, AND FRANKLIN NEBRASKA

FFA CHAPTERS

WE DON'T SUCCEED UNLESS YOU DO



"Aurora Cooperative provides all the services that allow me to maximize my profits. All employees from the operations to the sales team are so good to work with, they are the key to my success on my operation."

— Steve Olsen , Minden, Nebraska



"I'm not sure what Aurora Cooperative won't do to help the organizations in their community. They are so willing to help the smaller community that they are a part of, it's refreshing to know that they are there to help make our communities grow. Thank you Aurora Cooperative!"

- Elizabeth Burke, Hildreth, Nebraska



"The first thing I notice about Aurora Cooperative is their willingness to work with the youth in the community. They help inspire our youth and teach them about agricultural-related careers and opportunities. You can count on them to volunteer in the community and or help sponsor... Minden events, especially the ones that our farmers and ranchers are a part of."

— **Kathi Schutz**, Chamber of Commerce in Minden, Nebraska



"Aurora Cooperative has been such a great partnership to our community. They support our youth league baseball, which shows they are invested in supporting the future of this community."

- Rob Hinrichs, Axtell, Nebraska

26

A LOOK AT OUR ROOTS: JOHN SPRINGER

- 1957 Graduated from Aurora High School
- 1959 Married his wife Donita
- 1961 Graduated from Colorado Christian University and began farming
- 1961-1963 Years of Service in the United States Army

Legacies are created through hard work, perseverance and doing things the right way, together, over generations. Our close partnership with our farmer-owners has allowed us to maintain and grow the success of the farm as it's passed down to the next family member. John Springer's roots in his family's operations run a little deeper than most – Springer has had the honor of having farm land on both sides of his family. Springer's maternal grandfather D. H. Oswald, served on the Aurora Cooperative board and his paternal grandfather, John J. Springer raised draft horses and was instrumental in the founding of the 1910 Murphy elevator that Aurora Cooperative constructed. His family was awarded the Aksarben Pioneer Farm Award for farming on both sides of the family for over 100 years. Springer took on his family farm in 1961, and served on the Aurora Cooperative board for 21 years.

HOW FARMING HAS CHANGED:

From the size of equipment, to new technology, farming production has grown immensely in the last 100 years. When John Springer first joined the Aurora Cooperative board, only 5 people representing Aurora, Murphy and Marquette served alongside him. Now, 14 members representing farming communities serve on the board.

"Both my grandfathers, my dad, myself and my son have had Aurora Cooperative play a huge part in their farming operations. One of my grandfathers helped make the Murphy elevator what it is today while my other grandfather served time being on the board for Aurora Cooperative. I was fortunate enough to be on the board as well 30 years after him. It is interesting to see how much farming has evolved, how technology keeps advancing and the differences from when I started farming to now We have been farming as a family for over 100 years and hope to keep that going."



John with his grandkids in the tractor



John's wife Donita with the grandkids



Scott Springer, John's son who currently runs the farm



John irrigating with Scott on his back

28

FINANCIAL REPORTS

CONSOLIDATED BALANCE SHEETS

AS OF AUGUST 31, 2019 & 2018

AN INDEPTH
LOOK
OF YOUR
EQUITY
BEING PUT
TO WORK

2019 2018

TOTAL CURRENT ASSETS

464,348,705 46

462,437,710

TOTAL INVESTMENTS

77,831,723

81,070,319

TOTAL PROPERTY AND EQUIPMENT

123,037,882

122,973,255

TOTAL OTHER ASSETS

20,637,842

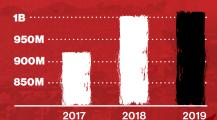
22,974,563

TOTAL

685,856,152

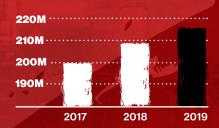
689,455,847

TOTAL SALES



\$1,015,509,678 2019 TOTAL SALES

EQUITY HISTORY



\$216,318,910 TOTAL EQUITY

LIABILITIES AND MEMBERS' EQUITY

AS OF AUGUST 31, 2019 & 2018

2019

2018

TOTAL CURRENT LIABILITIES

372,200,738

370,757,734

TOTAL LONG-TERM LIABILITIES

97,336,504

108,897,160

TOTAL LIABILITIES

469,537,242

479,654,894

TOTAL MEMBERS' EQUITY

216,318,910

209,800,953

TOTAL

685,856,152

689,455,847

\$1 MILLION

Patronage Distribution Qualified Cash Payments

\$1 MILLION

Patronage Non-Qualified Deferred Equity

\$13.2 MILLION

Section 199A(g) Tax Deduction Distribution

\$2.1 MILLION

Total PROCAP and Over-65 Equity Revolvement

\$17.3 MILLION

2019 Total Patronage and Equity Distribution



FINANCIAL REPORTS

CONSOLIDATED STATEMENTS OF OPERATIONS & COMPREHENSIVE INCOME

FOR THE YEARS ENDED AUGUST 31, 2019 & 2018

	2019	2018
SALES: Grain marketed	536,975,234	524,784,643
Merchandise sales	437,335,187	444,408,100
Other operating revenue	41,199,257	40,393,370
TOTAL SALES	1,015,509,678	1,009,586,113
COST OF GOODS SOLD	(856,522,639)	(855,042,665)
GENERAL AND ADMINISTRATIVE EXPENSES	(132,321,479)	(129,661,938)
OPERATING INCOME	26,665,560	24,881,510
OTHER INCOME (EXPENSE):		
Interest income and finance charges	1,957,394	2,410,993
Interest expense	(21,816,490)	(17,881,271)
Investment income and other	3,459,818	368,998
TOTALOTHERINCOME (EXPENSE)-NET	(16,399,278)	(15,101,280)
INCOME BEFORE INCOME TAXES:	10,266,282	9,780,230
INCOME TAX BENEFIT (Note 10)	(46,070)	(1,379,258)
NETINCOME	10,312,352	11,159,488
DISTRIBUTION OF NET INCOME:		
Cash patronage	1,000,000	1,500,000
Members' equity credits	1,000,000	3,500,000
TOTAL PATRONAGE REFUNDS	2,000,000	5,000,000
RETAINED EARNINGS	8,312,352	6,159,488
NET INCOME	10,312,352	11,159,488
OTHER COMPREHENSIVE INCOME:		
Unrealized gain (loss) on interest rate swaps	(152,048)	434,362
COMPREHENSIVE INCOME	10,160,304	11,593,850

LEADERSHIP ROOTED IN RELATIONSHIP AND RESULTS

Aurora Cooperative's leadership team is invested in the future of your farm and your community. To grow tougher together, we view every decision as an opportunity to increase value for you and this belief hasn't changed in over 100 years.

