

CALAMCO

progress

WINTER 2020

CALAMCO EXECUTIVE STAFF

PRESIDENT AND
CHIEF EXECUTIVE OFFICER
Daniel Stone

DIRECTOR OF OPERATIONS
Dale Thigpin

DIRECTOR OF
REGULATORY AFFAIRS
Martin Jeppeson

DIRECTOR OF MARKETING
Alice Inderbitzin

REGIONAL MANAGER
Natalie Foss

CALAMCO BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD
Case Van Steyn

Bardin Bengard
Doug DeVaney

Dave Dufault

Alan Freese

G.Ray Reinhardt

Richard Sunderland

MESSAGE TO SHAREHOLDERS

The co-op had another good year – with almost \$9 million in total patronage. This puts us on target with our projected rebate of approximately \$40 per ton.

We are pleased with the increase in members using the online Product Usage portal, which was double the number that had reported on-line last year, and accounted for over 60% of the total use reports received. In addition, those growers that have signed up to be paid via direct deposit increased from less than 10% to over 50%. These streamline the overall patronage process and provide real savings for the co-op. Thank you to those of you that have made the change to on-line reporting and direct deposit!

Proxies were mailed to members in early November, and are due back to our office prior to the Annual Meeting which will be held at our corporate office on February 20th. This year, along with voting for the Director in District 2, we have also included a few bylaw changes. Two of the changes are in regard to what constitutes a quorum. Specifically, that instead of a majority of Class A & B directors **combined** be present, it specifies that a majority of **each**, Class A directors and a majority of Class B directors, must be present.

Other changes pertain to stock ownership. We are requesting that membership not be limited to residents of California, but broadened to **doing business** in California. This allows us to expand our shareholder base geographically. We are also requesting the ability to clean up our inactive membership, which would provide a significant cost savings for your cooperative. If you have questions regarding any of these bylaw requests, please contact our office.

I look forward to visiting with you at our upcoming shareholder dinner meetings in January and February. We've included the schedule in this newsletter – we hope you'll be able to make it. Thanks again for your continued business and support! Here's wishing you all A Very Happy and Prosperous 2020! ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

OPERATIONS UPDATE: COGEN UNIT 2 AND INFRASTRUCTURE



CALAMCO has successfully installed a second cogeneration unit at the Stockton Terminal.

This generator will provide approximately \$80,000 a year in savings by allowing the facility to avoid PG&E peak day pricing scenarios while simultaneously utilizing exhaust heat recovery to warm ammonia for truck loadout. Exhaust cooling has been upgraded to allow the generators to continuously meet this objective in the hottest summer periods without having to shed load. This new unit will also allow maintenance of Cogen Unit 1 with zero impact to operations.

In addition to the new Cogen Unit, we are also in the process of upgrading our aging **electrical infrastructure** at the Stockton Terminal to ensure compliance with the highest standards of reliability and safety. The main primary panel, automatic transfer switch, and UN32 feeder panel were replaced this year. This new switchgear minimizes operator interaction with circuit breakers by monitoring incoming power quality and allowing the automatic transfer and line up to our generators in the event of a power failure. ■



CALAMCO OFFERS \$1000 SCHOLARSHIP

CALAMCO is offering a scholarship to our shareholders and their **immediate family** (children), that are graduating high school seniors and plan to continue on to college or university, majoring in agriculture or an ag-related field. This offer is valid to current high school seniors planning to attend a college or university in the fall of 2020 or spring of 2021 (the scholarship would not apply at any later enrollment).

The application is available in PDF format on our website at www.calamco.com under the news/events tab. Print out the application and mail it back to our corporate office: CALAMCO, 1776 West March Lane, Suite 420, Stockton, CA 95207.

Applications must be postmarked by April 20, 2020. We will notify the recipient of the scholarship by May 4, 2020. ■

ELECTIONS TO BE HELD IN DISTRICT TWO

Elections for the Director to serve on CALAMCO's Board will be held this year in District 2,, which encompasses the Central San Joaquin Valley. Proxies have been mailed to all members and are due back to our office prior to our Annual Meeting which will be held at our corporate office on February 20th. Only Class A shareholders in District 2 are eligible to vote for the director in that district. The current director representing District 2 is Case Van Steyn, who is seeking re-election.

Proxies will be mailed to shareholders in early January. Proxies are to be returned to our office on or before our Annual Meeting, which is scheduled to be held in our corporate office on February 21, 2019.

Please note that we do require a quorum so we ask that you sign and return proxies back to our office as soon as possible. ■



- DISTRICT 1**
Northern California
- DISTRICT 2**
Central San Joaquin Valley
- DISTRICT 3**
Southern San Joaquin Valley
- DISTRICT 4**
Coast and Imperial Valley

JOIN US AT THE 2020 REGIONAL SHAREHOLDER DINNERS

Please plan to attend one of our annual shareholder dinners.

Thursday, January 30, 2020

- The Refuge, Yuba City

Wednesday, February 5, 2020

- Double LL Steakhouse, Visalia

Thursday, February 6, 2020

- F. McIntocks, Shell Beach

Thursday, February 20, 2020

- Heritage Dining and Provisions at the Waterloo Gun & Bocce Club, Stockton

Registration and cocktails will begin at 6:00 pm, and dinner will be served at 7:00 pm. The meeting portion of our program will begin at 8:00 pm. The evening will conclude with a variety of door prizes, which have been donated by various fertilizer dealers.

We look forward to seeing you at one of the above scheduled dinners. Please remember that guests are welcome and you are encouraged to bring a non-member who may be interested in finding out more about CALAMCO. This is always an enjoyable evening for all, so please mark your calendars!

Send in your reservations early! We strive to make this a fun and informative evening. So, if you haven't attended one of these meetings in the past, make it a point to be there! ■



Pictured left to right: Dale Thigpin, Tanya McKenney and Dan Stone. Not pictured: Scott Johnson.

EMPLOYEES HONORED IN 2019

Each year CALAMCO honors those employees that reach milestones in their years of employment.

This past November we were pleased to honor the following employees:

Scott Johnson	5 yrs
Dan Stone	5 yrs
Tanya McKenney	15 yrs
Dale Thigpin	40 yrs

We would like to congratulate these employees, and thank them for their many years of dedicated service. ■

2019 ENVIRONMENTAL HEALTH & SAFETY: A YEAR IN REVIEW

2019 has been exceptional from an environmental health and safety perspective. We have had no significant injuries, vehicle accidents, worker compensation claims, or product releases.

Employee Training is at an all-time high due to Target Solutions Online Training Platform. In just three months CALAMCO employees have completed several state-mandated regulatory and safety training courses.

CALAMCO continues to train customer employees, regulators, law enforcement, fire departments, and EMS responders. These opportunities build relationships in advance and will genuinely prove beneficial should an emergency occur. Outside training offered by CALAMCO also provides decision-makers with a source to go to when they need help or advice.

Mid-year, the California Highway Patrol reported the CALAMCO Commercial Vehicle Safety Alliance (CVSA) achieved the highest rating possible. This success is a direct result of our experienced and professional drivers safely moving products throughout the state. When we consider how many miles our drivers travel and the volume of product we ship, it is impressive that our employees do so well.

Looking forward to 2020, CALAMCO will be producing a Site Orientation Video to enhance the safety experience of visitors at the Terminal. Additionally, CALAMCO is working with the Port of Stockton Police Department to increase the security capabilities of the Terminal; safeguarding employees, visitors, and the facility. ■

Questions or comments can
be forwarded to CALAMCO
at (800) 624-4200
www.Calamco.com

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