

CALAMCO

progress

SUMMER / FALL 2023

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

**ENVIRONMENTAL HEALTH
AND SAFETY MANAGER**

Matt Duaime

BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD

Case Van Steyn

Bardin Bengard

Alan Freese

Beau Howard

G.Rey Reinhardt

Chris Shelden

Richard Sunderland

MESSAGE TO SHAREHOLDERS

We expect to deliver patronage rebates in the \$50-\$52 per ton range for fiscal year 2023. This is below our \$55 per ton target due to two primary reasons. First, we believe shipments will be lower in August through October. Second, we may have to reserve funds for EPA penalties stemming from compliance issues.

Per our By Laws, the patronage dividend is only payable on CALAMCO anhydrous ammonia or on products containing CALAMCO anhydrous ammonia. The inside chart shows the specific factors for each qualifying product.

Regarding the EPA, we are addressing violations identified in its September 2022 Administrative Compliance Order. These included documentation requirements, process hazard analyses (and resulting action items), and other information requirements. We are working to remedy the violations and bring the facility into compliance by September 26, 2023. While any financial penalties may not be finalized until early 2024, we may have to take an accounting charge in 2023.

We are now in the midst of the 20-year interior inspection of the first ammonia tank. This is both an expensive and time-consuming process. We started the process in July and expect to be back in service in October or November. We will then do the same purge-inspection-repair project on the second ammonia tank next summer. Altogether, we will spend upwards of \$5 million on both storage tanks. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO AWARDS THREE \$1000 SCHOLARSHIPS IN 2023

This year we are pleased to award \$1000 scholarships to these three, well deserving, graduating seniors. Each of these scholarship recipients has demonstrated outstanding achievements throughout her academic years and has expressed a desire to further their education in order to pursue a career in agriculture.



CHARIS PANTALEONI is a 2023 graduate of Gridley High School, graduating with a 4.58 GPA. While in High School, Charis served as Vice President of the California Junior Scholarship Federation, was involved in FFA Chapter, Leadership Class and Interact Club, as well as being on the cheer team for all four years.

Charis plans to attend Cal Poly San Luis Obispo this fall, majoring in Agricultural Business. Her goal is to become an agricultural accountant to assist ag businesses with their financial needs.

Cate plans to attend Cal Poly San Luis Obispo this fall, majoring in Ag Business, and upon graduating would like to work for an accounting firm that specializes in agriculture, in order to help gain experience in the agricultural industry.



MEIKA LAUPPE is a 2023 graduate of East Nicolaus High School, graduating with a 4.34 GPA. Meika plans to attend Arizona State University this fall, majoring in Business/Global Agribusiness.

While in High School, Meika served as Treasurer for California Scholarship Federation, Class Secretary,



CATE PANTALEONI is a 2023 graduate of Gridley High School, graduating with a 4.58 GPA. While in High School, Cate served as president of the California Scholarship Federation, was a member of FFA Chapter, Interact Club and Leadership Class, as well as being active in softball, volleyball and golf.

was active in Cinderella's Closet, FFA, FNL, Every 15 Minutes, Skip Club, Varsity Softball, Varsity Volleyball, Basketball and Track. Meika also started a Youth Bible Study group and was an Academic E Recipient.

Meika passed the California Real Estate exam in March of 2023, and placed first High Individual for Cooperative Marketing at the Arbuckle Field Day. She hopes to expand her knowledge in agriculture business in order to obtain her real estate brokerage license, and educate farmers on how to reinvest back into their farming business. ■

ELECTIONS TO BE HELD IN DISTRICT 2

Elections for the director to serve on CALAMCO's Board will be held this coming year in **District 2**, which encompasses the Central San Joaquin Valley. Proxies will be mailed to all members in early January and are due back to our office by early February. Only Class A shareholders in District 2 are eligible to vote for the director in that district. The current director in District 2 is Case Van Steyn, who also serves as Chairman of the Board, and will be seeking re-election.

Service on the CALAMCO Board of Directors does require a certain amount of time and commitment from Directors who are expected to attend all meetings. The meetings are held on the third Thursday of the months of June, August, October, December, and the third Wednesday in February, which is the annual meeting. If you are a shareholder that resides in this district and are interested in more information or in submitting your name to our nominating committee, please contact our corporate office at 800-624-4200 by November 15, 2023. ■



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

BOBBY BYERS RETIRES



A luncheon was held at the Stockton Terminal on August 9th to celebrate the retirement of Bobby Byers, a 35-year veteran at CALAMCO.

Bobby began his career with CALAMCO as a driver in May of 1988. Over the years he worked in the Cold Storage Facility, moved into a loader position, and then moved up to a leadman position at the Stockton Terminal. We would like to congratulate Bobby on his well deserved retirement, and thank him for his years of dedicated service. ■

TIME TO REPORT FERTILIZER PURCHASES IS APPROACHING!

Please make note of the following important deadlines and instructions:

- **Report your purchases on-line by December 1, 2023.** You can still mail the Use Report Form, but you must report on-line to receive the additional \$1 per ton. The deadline for mailed Use Reports is the same.
- **Sign up for direct deposit.** You can still receive your rebate by mail, but you will receive your rebate much quicker, and will receive an additional \$1 per ton if you choose direct deposit. You can download the form on our website at calamco.com and either mail or email to pam.martin@calamco.com by December 1st.
- **You can begin entering your purchases on-line November 1, 2023.** Please note that the purchase period is November 1, 2022 through October 31, 2023. The on-line reporting system is secure, requiring you to provide a password to log in and access your information. Reporting on-line gives you the additional flexibility to edit your fertilizer report if needed.
- **Please contact the office to make any changes after December 1, 2023.** ■

2023 REBATABLE PRODUCT LIST

Please report actual tons of product purchased, however if you are using a special blend that you do not see on this list, it is best to check with your fertilizer dealer to see if a rebatable product was used in producing the blend. Some dealers are already set up to cover a portion of the nitrogen in those blends that contain rebatable products.

PRODUCT	NPK	NH ₃	\$55 REBATE
Anhydrous Ammonia	82-00-00	100%	\$55.00
Ammonium Sulfate	21-00-00	26%	\$14.30
Aqua Ammonia	20-00-00	24%	\$13.20
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$13.20
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$11.55
Ammonium Phosphate Sulfate	16-20-00	20%	\$11.00
BEST (Turf Supreme)	16-06-08	20%	\$11.00
Agropell Triple 15	15-15-15	18%	\$9.90
FUSN Fused-Safe Nutrients	26-00-00	16%	\$8.80
Agropell Triple 12	12-12-12	15%	\$8.25
Agropell Tree N Vine	12-08-16	15%	\$8.25
Ammonium Poly Phosphate	10-34-00	12%	\$6.60
Agropell XB	06-20-20	7%	\$3.85

*Please note: Not all nitrogen is rebatable. Please check with your fertilizer dealer.

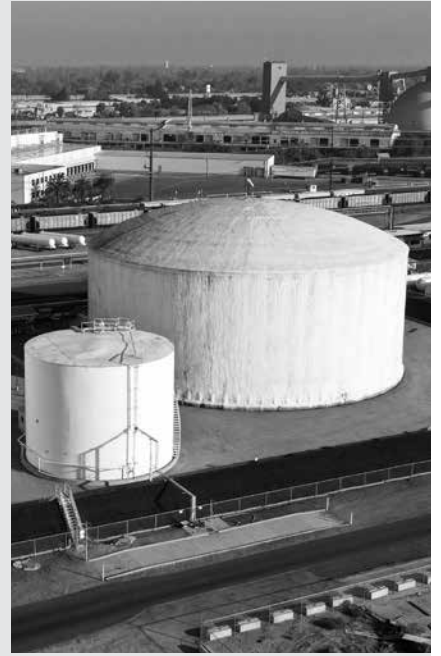
If you are interested in purchasing stock or need to change the way your stock is registered, please contact our office as soon as possible. Once use reports are mailed, it is too late to make transfers or changes to your stock for our 2023 fiscal year. ■

CALAMCO AWARDED 2023 FEMA PORT SECURITY GRANT

CALAMCO was recently awarded \$300,000 to improve the infrastructure at the Stockton Terminal. The grant is a 50% dollar match to increase security and operational resilience, and improve the overall continued emphasis on safety to the public and surrounding community. Infrastructure projects proposed and approved include:

- Replacement of vehicle access gates to offer higher security and deterrent capabilities
- Replacement of 1 of 2 backup generators in the event of power outages or shutdowns
- Replacement, expansion, and modernization of existing security camera systems
- Test Cyber Security of the CALAMCO Terminal

Each year the FEMA Port Security Grant Process provides \$100 million for transportation infrastructure security activities to implement Area Maritime Transportation Security Plans and facility security plans among port authorities, facility operators, and state and local government agencies, required to provide port security services. The intent of the 2023 grant is to competitively award grant funding to assist ports in obtaining the resources required to support the development and sustainment of core capabilities identified in the National Preparedness Goal of a secure and resilient nation. ■



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

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