



## GLACIAL LAKES CORN PROCESSORS

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PHONE: 605-882-8480 • FAX: 605-882-8982

October 20, 2020

Dear Glacial Lakes Corn Processors' Shareholders & Aberdeen Area Producers;

In December 2019, we finalized the purchase of the Advanced Bioenergy ethanol production facilities in Huron and Aberdeen. At that time, we also announced that we were working toward an agreement with Agtegra Cooperative ("Agtegra") to provide 100% of the corn for these two facilities and, consequently, we established member freight incentives at lower levels than Mina and Watertown. Agtegra and GLE have since determined that it is in the best interest of both parties to move forward without a formal agreement at the Aberdeen location.

As a result, we are pleased to inform you that we have now posted bids for contracting and delivery of farm direct corn to the Aberdeen plant location. In addition, we have increased our GLCP member freight incentives to the Aberdeen plant. These are now identical to our Mina and Watertown plant locations. This also means that GLCP members who deliver corn to the Aberdeen plant location will have those deliveries applied to their FY20-21 delivery commitment. Please call us if you have already contracted corn to Agtegra's West Terminal next to the Aberdeen plant.

Effective immediately, the GLCP member freight incentives in effect at Watertown, Mina, and Aberdeen are as follows:

Mileage	Pay Rate
00-10	\$ 0.04
11-20	\$ 0.06
21-30	\$ 0.08
31-40	\$ 0.10
41-50	\$ 0.12
51-60	\$ 0.13
61-70	\$ 0.15
71-80	\$ 0.17
81-90	\$ 0.19
91-100	\$ 0.21
101+	\$ 0.23

We are accepting both spot sale and contracted corn. GLE offers numerous grain marketing contract options including Cash, Basis Fixed, and Futures Fixed. For the foreseeable future, our Mina commodities team will be handling the procurement responsibilities for our Aberdeen plant location. To contract or arrange for the delivery of corn, please contact **Belinda Crompton in the Mina office at 605-225-9900.**

Without drying capability at the Aberdeen plant, our capacity will be dictated by the amount of high moisture corn we receive. We may be required to limit moisture levels and volumes as warranted

(over)

throughout the harvest season and beyond. We will do our best to meet our customer needs while maintaining our production requirements. **Our current maximum moisture is 16%.** Our discount schedule is enclosed and it can be found on our website at [www.glaciallakesenergy.com](http://www.glaciallakesenergy.com)

We will offer extended hours of operation during the harvest season. Our daily schedule will depend upon delivery needs, weather conditions, and space availability. Our extended hours will be posted daily at the scales and on our web page at [www.glaciallakesenergy.com](http://www.glaciallakesenergy.com)

Our truck management system has been very popular with the producers and truckers. Each truck carries a RFID card which automatically scans and identifies the truck at different locations throughout the unloading process. This card enables producers and truckers to remain in their trucks, speeding up the weighing, sampling, and unloading process. Like Mina and Watertown, each producer who delivers to the Aberdeen location will need an RFID card. You can stop in our office to pick up a card or we will issue one at the time of delivery.

GLE will text our daily closing corn bids, hours, closures and time critical messages right to your mobile phone! To sign up, contact our office at 605-225-9900.

We provide access to your account right at your fingertips! I-View is an internet-based program that provides 24-hour access from virtually anywhere. I-View provides the following features:

- Up-to-date access to your contract balances;
- 360-degree view of your commodity transactions;
- Ability to print your scale tickets;
- I-View can be viewed on your iPhone, iPad, Android, Windows Phone, or BlackBerry devices.

Enclosed with this letter is a map of our Aberdeen plant facility that shows the truck flow pattern through our property. Please study the map and place it in the cab for that first trip into the plant.

If you have any questions or concerns, please contact Belinda Crompton, Dirk Backman, or Laura Hanson at 605-225-9900. Thank you for your continued patronage!

Sincerely,  
**GLACIAL LAKES CORN PROCESSORS**



James A. Seurer  
Chief Executive Officer