

# GROWMARK



## Member Profile | **GROWMARK, Inc.**

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GROWMARK, Inc. is a regional agricultural co-operative headquartered in Bloomington, Illinois with its Ontario operations headquartered in Guelph. GROWMARK is one of the top four agricultural co-operatives in the United States and is owned by local ag supply and grain member co-operatives. In more than 40 states and the province of Ontario, GROWMARK supplies products, services and expertise in agronomy, energy and grain marketing. The GROWMARK System supports its people and product lines with warehousing and logistics, as well as training and marketing support.

In 2017, the GROWMARK System celebrated its 90<sup>th</sup> year. Farm Bureau members in Illinois started Illinois Farm Supply Company in 1927 to meet their need for a reliable supply of fuel. In 1994, GROWMARK acquired the assets of United Co-operatives of Ontario, adding over 30 member co-operatives to the GROWMARK System and expanding the FS retail brand into Canada.

Today, the FS Co-operative network in Ontario represents close to 32,000 members, 1,500 employees, and close to 90,000 customers.

Environmental and social stewardship is top of mind in all aspects of GROWMARK's day-to-day operations. With GROWMARK's leadership, FS crop specialists throughout North America are front-runners in the education of nutrient stewardship on the farm, maximizing environmental consciousness in the minds of the farmers they serve and the general public. In energy, products such as FS branded Dieselelex<sup>®</sup> Gold and FS Diesel Exhaust Fluid both help reduce carbon emissions, adding to the complement of environmentally friendlier options offered.

GROWMARK is also a strong supporter of ag education, co-operative development, and community youth leadership. Interestingly, the ag co-ops that make up the Ontario GROWMARK System were the founders of the Co-operative Young Leaders program established in 1967. Fifty years later, under the direction of the Ontario Co-operative Association, CYL is still going strong.



### **What's new for FS Co-ops in Ontario?**

- Growth and development is always at the forefront for GROWMARK. Most recently, construction began to build a new state-of-the-art fertilizer facility at FS PARTNERS's agronomy site in Ayr. Area farmers and beyond will benefit from the addition of the 15,000-tonne facility. With nine bins to give flexibility for retail blending needs, it will

also have a blending system capable of mixing up to 2,000 tonnes of crop nutrient products per day, more than doubling the old capacity of 800 tonnes per day. Completion of this expansion is expected for spring 2019.

- Last fall, GROWMARK purchased Suncor's 50 per cent interest in its joint venture with UPI Energy. With this transaction, GROWMARK Ontario region and its retail divisions FS PARTNERS and UPI Energy FS became a much larger co-operative in the province, consolidating the main headquarters under one roof in Guelph.



**GROWMARK Ontario operations home office - (105 Silvercreek Pkwy. North, Guelph)**

# GROWMARK

## Some volume

- markets more than two billion gallons of fuel
- sells about 3.2 million tons of fertilizer
- logistics- dispatch over 155,000 truckloads of products annually
- conducts business in more than 40 states and Ontario
- fourth largest agricultural co-operative in North America
- more than 250,000 farmer customers served
- more than 7,000 employees System wide



*Throughout the GROWMARK System, being socially and environmental responsible is ingrained in our people and our company culture. With each decision, we consider the impact beyond our people, beyond our market area, beyond our business. We take our role of caring for the soil and other resources very seriously. We go to great lengths to apply business ethics, invest in communities, and engage our employees in activities that will protect the environment now and in the years to come.*

Jim Spradlin, GROWMARK Chief Executive Officer.