



66<sup>th</sup> Annual Meeting  
Call to Order

January 30, 2024



**CBH CO-OP**

*Always Running*

**Meet Your Candidates**

**BOARD CHAIRMAN: KEN SNYDER**

# Charlene Camblin Campbell County, WY

I am a fourth-generation rancher living on Whitetail Creek in northern Campbell County in Wyoming. My husband Doug and I own and operate DC Land and Cattle Company LLC and Camblin Trucking. We run cow calf pairs and put-up dry land hay. We own the Morse Shale Pit and sell crushed rock to neighboring ranchers, oil companies and construction projects. I graduated from Arizona State University with a degree in Ag Business and I worked for six years as the Executive Secretary for the Women's Professional Rodeo Association. During the methane boom in Gillette, I worked as a pumper for Williams Production, and with Camblin Trucking we serviced the oil, gas and coal industries hauling product and equipment all over the United States. Serving first on the FCA Board and now on the CBH CO-OP Board, it has been an amazing journey of challenges and rewards as we move the CO-OP forward and I am excited to see what the future holds for our wonderful company.



# Brian Mills

## Butte/Lawrence Counties, SD

Brian is from Nisland, SD. He, along with his wife (Codi) and daughter (Kimber), farm and ranch along the Belle Fourche River. He also custom feeds cattle for local ranchers. Prior to ranching full-time Brian was in agricultural finance for 15 years. He graduated from South Dakota State University with an animal science degree.



# Angela Simons At Large, SD

My name is Angela (Annie) Simons. I grew up and graduated from high school in Faith, SD. I worked road construction for 3 years before being employed at the Cenex C-store in Sturgis for 5 years. I got married in 2004 and moved to Union Center, where I have worked with my husband (Doug) on his family ranch for 16 years now, alongside his mom and dad. We have 2 kids, boy Morgan (15), girl Amber (12).



# Marcie Wagoner Campbell County, WY

I was born in Casper, Wyoming. Later my family moved to Sheridan, which is where I graduated from high school. I was active in 4-H and FFA showing market beef, sheep, and swine; I also judged horses, livestock, and meats. I was on the state champion FFA horse judging team. In junior high and high school, I rodeoed, and also qualified for the National High School Rodeo finals both years. I attended junior college in Powell, Wyoming and then went on to continue my education at Weber State University in Ogden, Utah. There I received my Radiologic Technology and Radiation Therapy degrees. I worked at various Cancer Treatment Centers across the west before returning to Wyoming in 2011. My husband Zane and I now operate a 600 head cow/calf operation between Gillette and Arvada, Wyoming. We also own and operate Wildhorse Outfitters where we guide deer, elk, and antelope hunts from our lodge located here at the ranch. God has blessed our family with 2 incredible sons, Colt and Case.





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## Election Results

BOARD CHAIRMAN: KEN SNYDER



CBH CO-OP  
Chairman of the Board

Ken Snyder



# Strategic Planning

Typical Session would include:

- Bylaws ✓
- Board Policy ✓
- Patron Equity Review ✓
- Vision & Mission ✓
- Capital Management ✓
- Assessment of possible market ventures ✓

Planning Session took place  
January 3-4, 2024

✓ = completed Fiscal Year 2022

✓ = completed Fiscal Year 2023

Our Vision

To **adapt, grow**, and **empower** by fostering the **growth** and **success** of our employees and member-owners.



Our Mission

CBH Cooperative provides **quality** products, **reliable** services, and **value** while **giving back** to our local members and communities.



A stylized black mountain range with three peaks. The central peak is the tallest and has two red diagonal lines on its right slope. The entire logo is positioned above the main text.

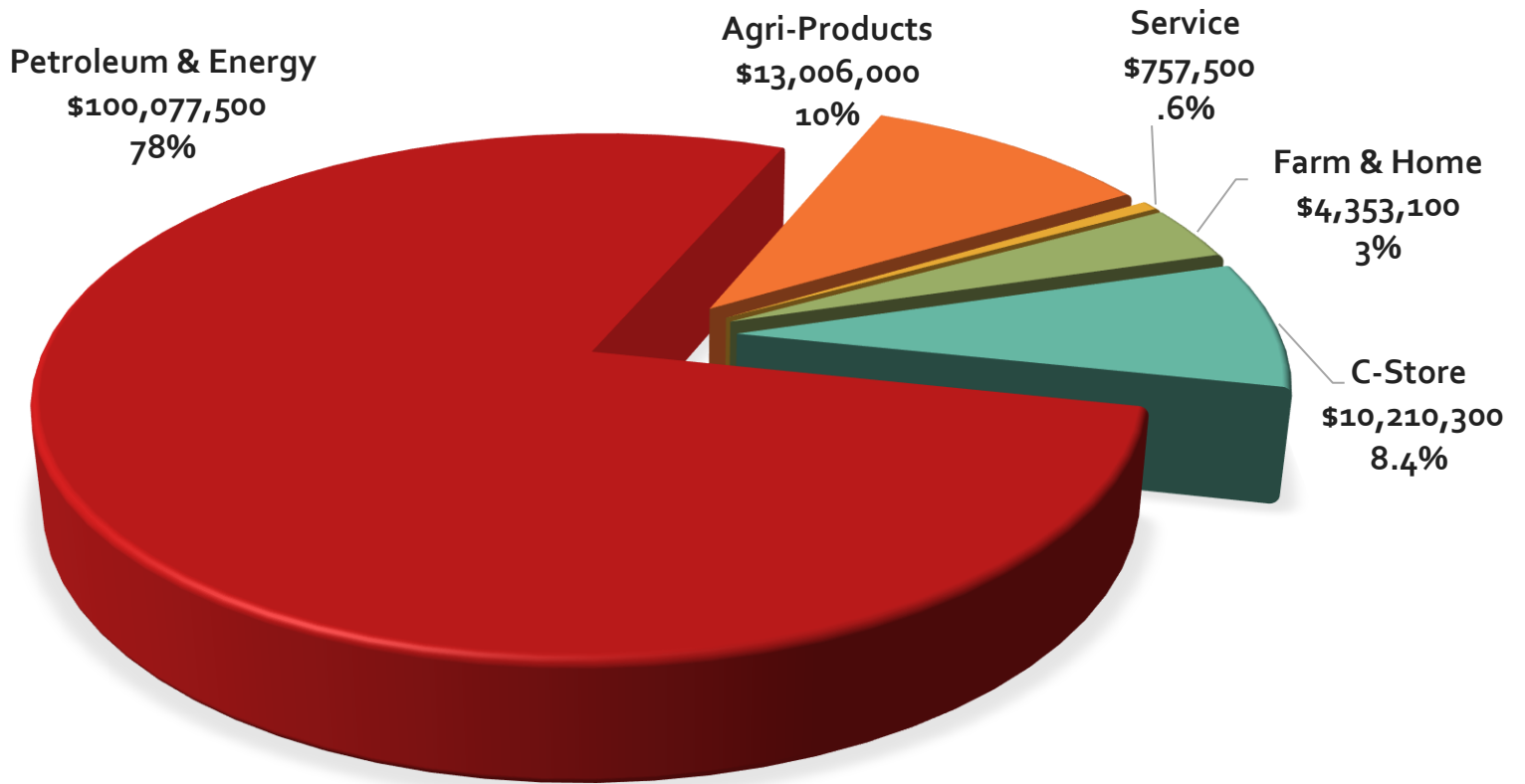
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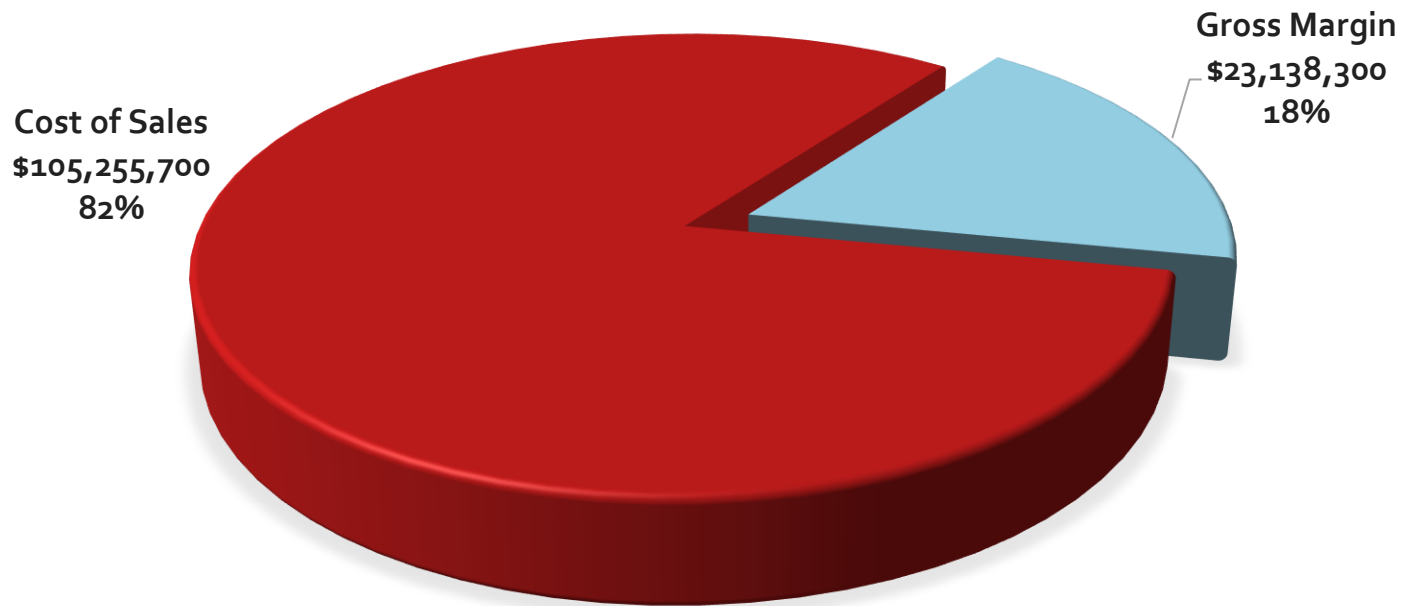
# Financial Report

GARET HUNT

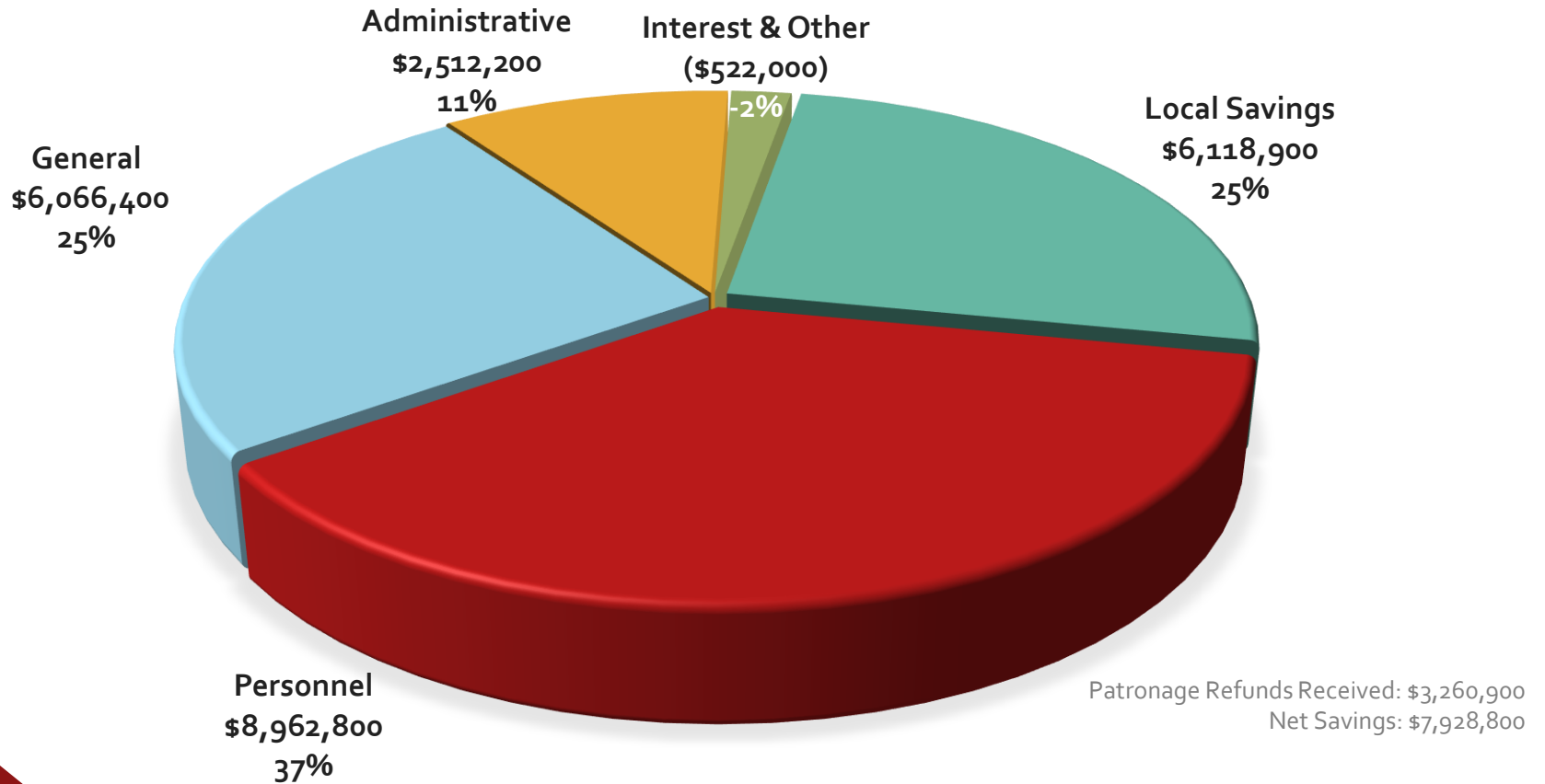
# Total Net Sales: \$128.4M



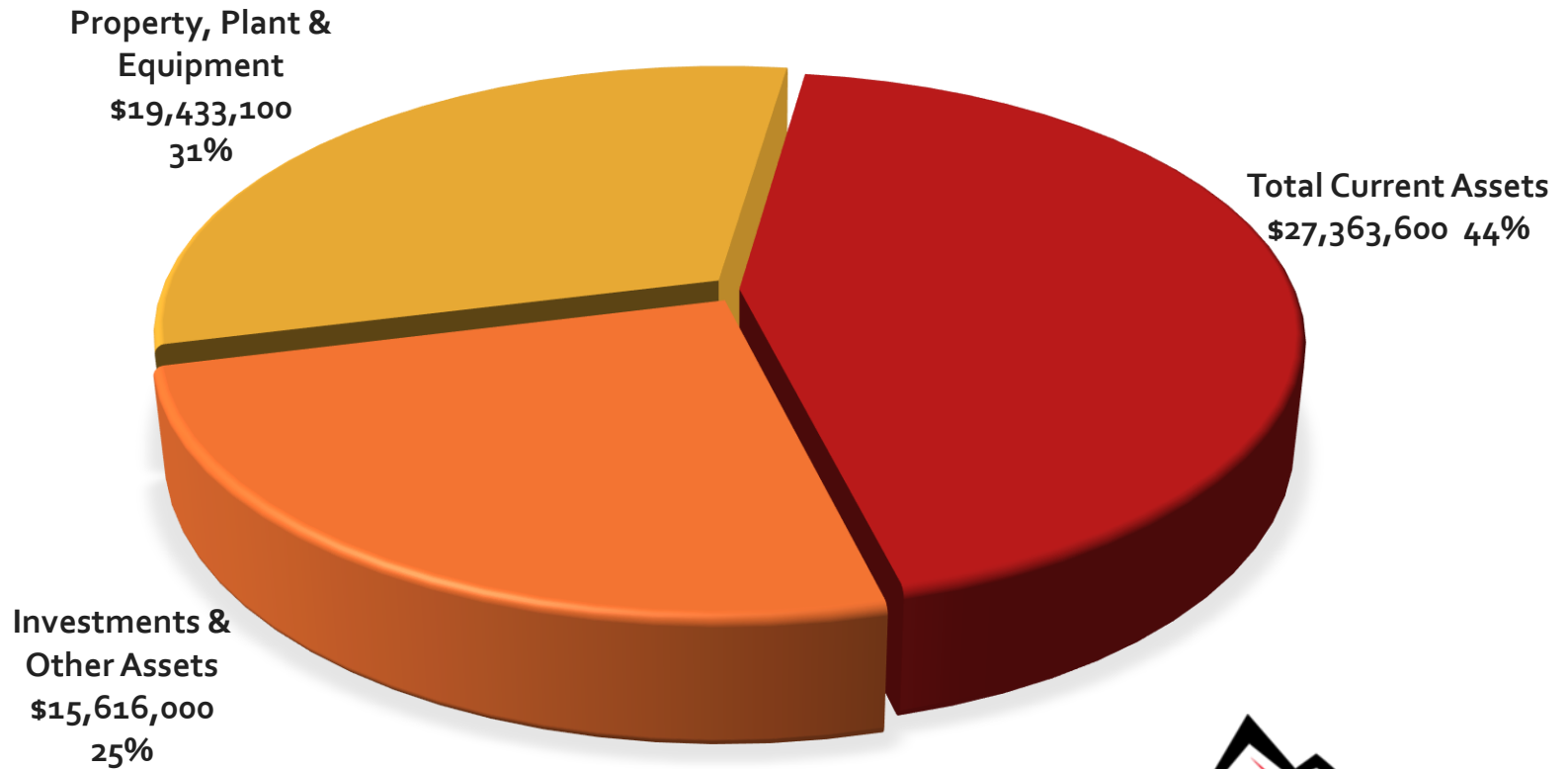
**Sales: \$128.4M**



# Gross Margin: \$23.1M

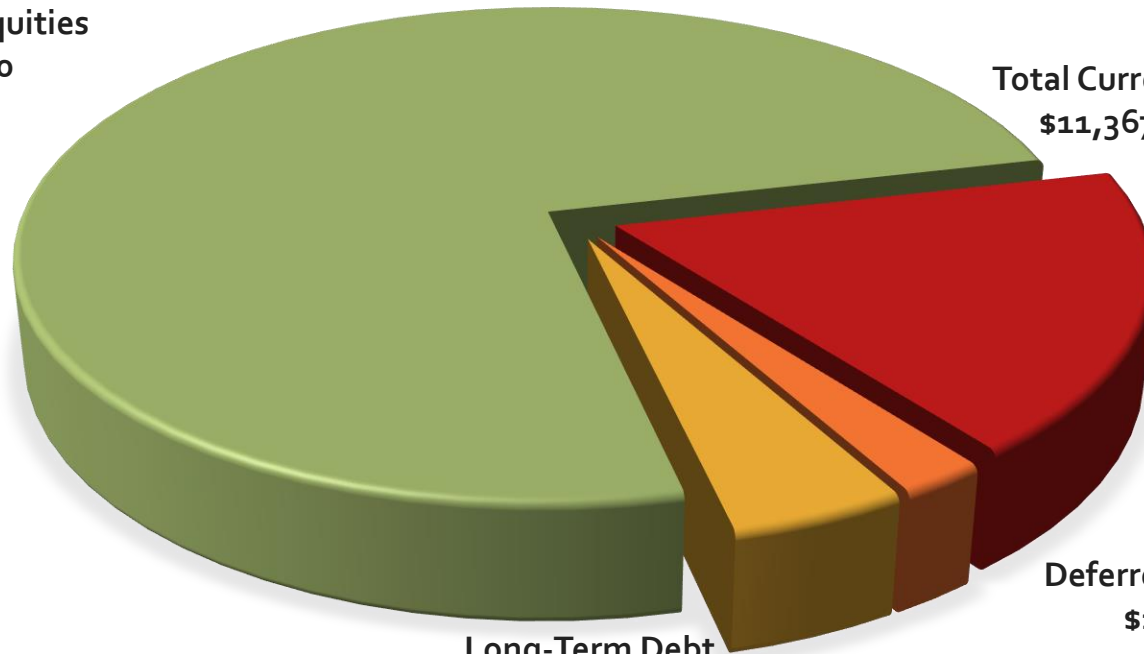


# Total Assets: \$62,412,800



# Total Liabilities and Patrons' Equities: \$62.4M

Total Patrons' Equities  
\$46,799,900  
75%

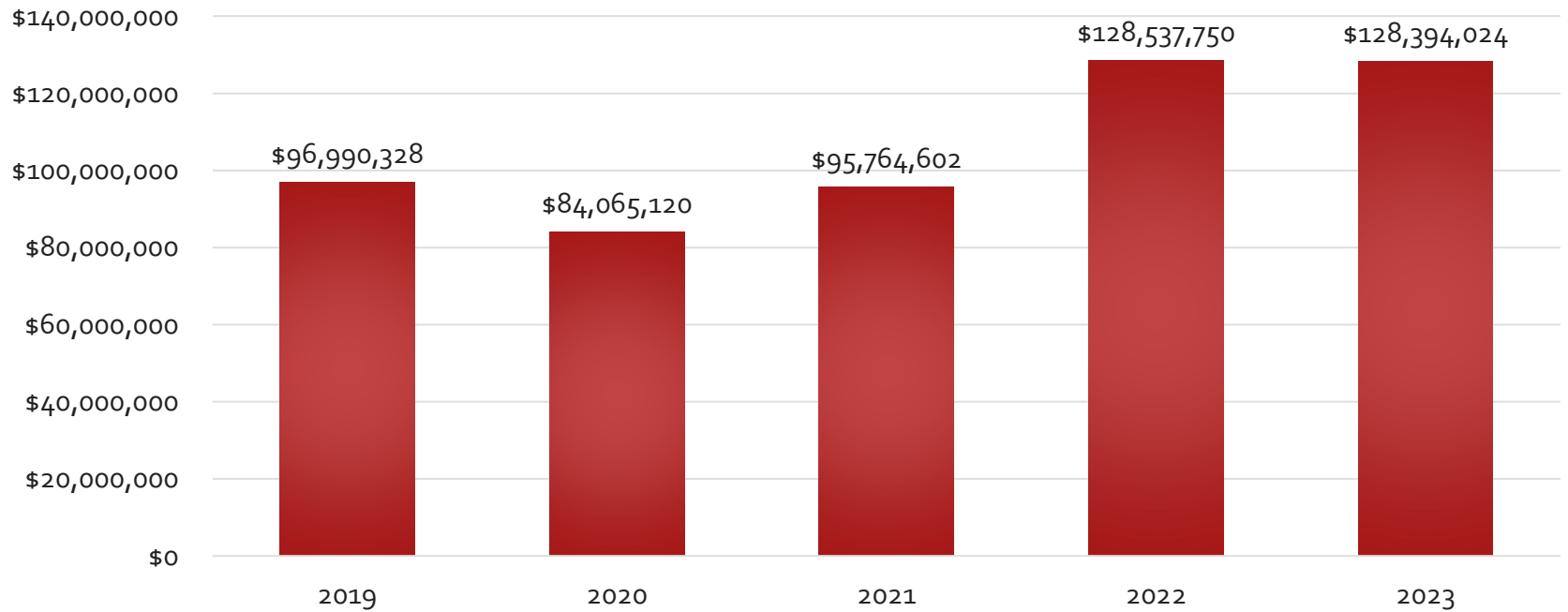


Total Current Liabilities  
\$11,367,300 18%

Long-Term Debt  
\$2,838,600  
5%

Deferred Tax Liability  
\$1,407,000  
2%

# Sales Trend (post-merger)





# FY 2023 Cash Distribution



This year CBH retired the following:

• PRE-2011 FCA Local Equity	\$102,400
• 2012 CBH & FCA Local Equity	\$298,100
• Regional FCA & CBH Equity	\$1,491,100
• Estates and Other	<u>\$78,200</u>
	\$1,969,800

2022 Cash Patronage	<u>\$903,000</u>
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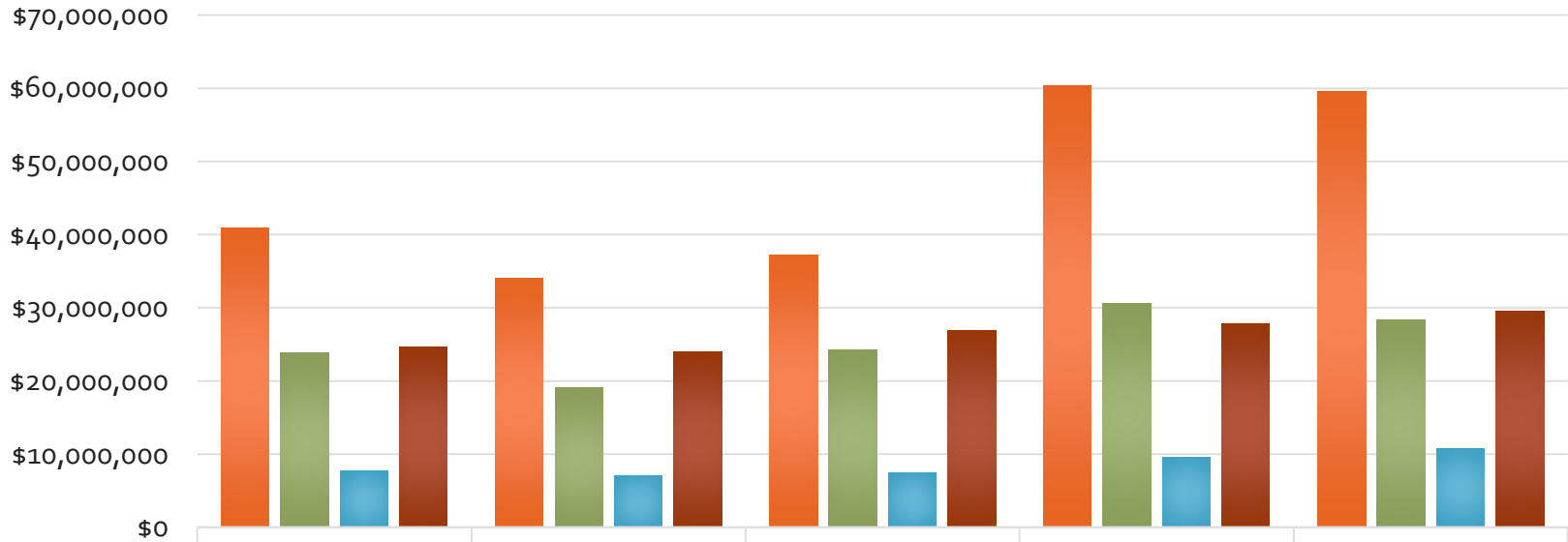
<b>Total Cash Distributions</b>	<b>\$2,872,800</b>
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# Patronage Refund Analysis

## 2019-2023

PATRONAGE REFUNDS ANALYSIS						
	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>Average</u>
Gas - Gallon	10.5¢	9.7¢	10.4¢	13.4¢	12.2¢	11.24¢
Fuels - Gallon	10.9¢	10.0¢	10.1¢	13.4¢	14.4¢	11.76¢
Lube Oil - Gallon	38.9¢	44.5¢	42.0¢	49.0¢	58.2¢	46.52¢
LP Gas - Gallon	6.7¢	6.9¢	6.6¢	8.4¢	9.9¢	7.7¢
Others - \$100	\$3.79	\$4.12	\$3.57	\$3.41	\$3.86	\$3.75

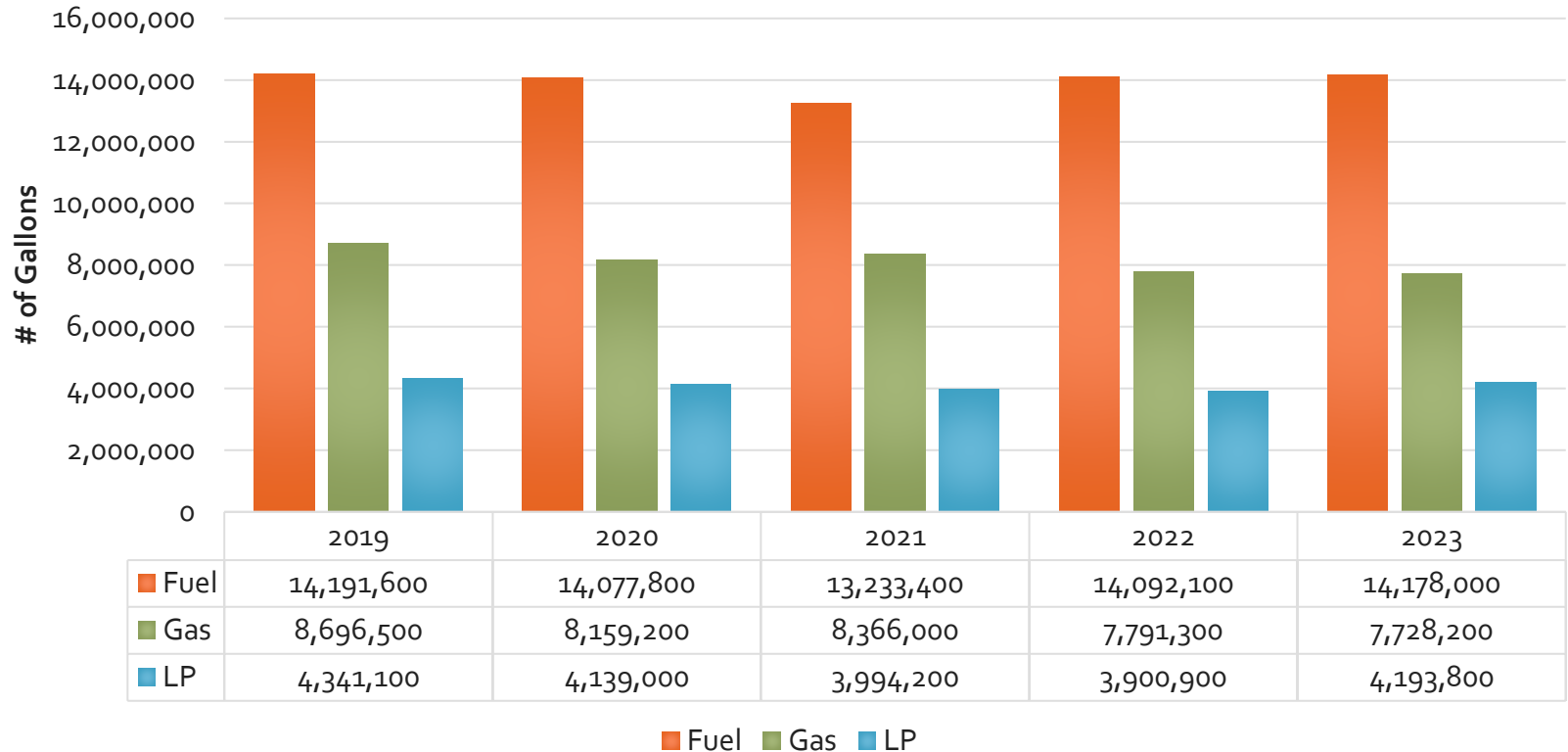
# Total Sales 2019-2023



	2019	2020	2021	2022	2023
Fuel	\$40,893,000	\$34,004,600	\$37,180,400	\$60,418,600	\$59,594,100
Gas	\$23,817,400	\$19,051,600	\$24,304,000	\$30,670,500	\$28,383,900
LP	\$7,649,000	\$6,975,000	\$7,446,400	\$9,581,900	\$10,812,400
Other	\$24,633,300	\$24,033,900	\$26,833,700	\$27,866,700	\$29,603,700

■ Fuel 
 ■ Gas 
 ■ LP 
 ■ Other

# Total Petroleum Sales by Gallons 2019-2023





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# Managers Report

CEO: TODD REIF

# Refined Fuels



## 2023

New bulk fuel truck  
Bulk plant upgrades

## 2024

Loyalty program  
Sales - CES  
New oil truck



# Accounting



Pay your bill online at  
[cbhcoop.efportal.net](http://cbhcoop.efportal.net)  
or scan the QR code using your phone's camera

## 2023

Accounting/ Financial Value Proposition  
Evaluation of our software program

The logo for CBH CO-OP features a stylized mountain range in black and red above the text "CBH CO-OP" in bold red letters. Below this, the tagline "Always Running" is written in a smaller, italicized black font.  
**CLAIM YOUR CHECK!**

We have issued 2000 equity retirement checks, and you are a recipient. To claim your check, please email Charlee at [cpuchner@cbhcoop.com](mailto:cpuchner@cbhcoop.com) or visit your local office for assistance.

We will need proof of account ownership.  
Photo ID  
Death Certificate (to claim an estate)

## 2024

Patronage checks distributed \$2 Million  
Software Enhancements - AI  
Daily Position Reports



Propane



2023

Bobtail & crane truck

2024

Upsized holding LP capacity

Rolling Stock



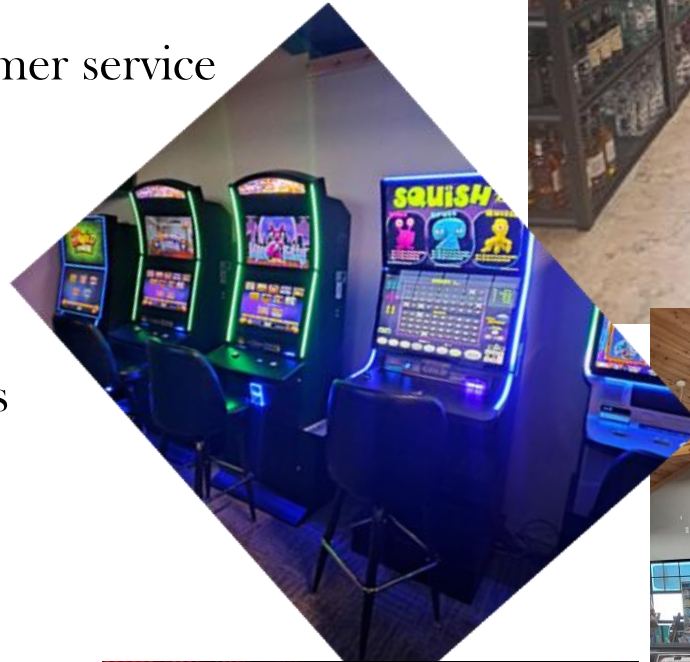
# Retail

## 2023

Halo Imaging complete

Significant improvement customer service

- Self check out
- CBH Kitchen
- Interior Remodeling
- Expanded our offerings
  - Liquor Store
  - Casino



## 2024

Patron Points Loyalty program  
Opportunities for expansion





# Agriculture



## 2023

Premier Supplier in Irrigation  
Districts

307P Investment

Rolling Stock updates

## 2024

Implement a grain mix program  
307P New markets for oil & meal  
Gillette Elevator Evaluation



# Admin & HR



2023

Vision and Mission Value  
Campaign

Providing new positions to  
enhance customer service

2024

Belle Warehouse and office  
CBH continuing education  
Digital Focus with a Galloway  
touch

# Communications & Community

- Building a digital platform
  - Text
  - Email
  - Statement Notices

## Sponsorships & Donations

- County Fairs
- Medical Expense Benefits
- Rodeos
- Childrens Sports
- And so much more



# 2023 Scholarship Recipients

- ❖ Beck Bruch - Whitewood, SD
- ❖ RaeLee Caldwell - Gillette, WY
- ❖ Sage Graham - Sturgis, SD
- ❖ Samantha Hill - Gillette, WY
- ❖ Savannah Shippy - Rozet, WY



## Popular Topics

Local Savings: \$6.1 million

Net Savings: \$7.9 million



Adaptable, Efficient, Customer Centric



A stylized black mountain range with three peaks. The central peak is the tallest and has two red diagonal lines on its right slope. The entire logo is positioned above the main text.

**CBH CO-OP**

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Adjourn



A stylized mountain range logo in black silhouette with three red diagonal stripes on the central peak. The logo is positioned above the main text.

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Thank you!