



Dear valued customers,

We understand the deep concern regarding the COVID-19 virus and the broad uncertainty at this time. Please know that as your trusted cooperative, we're working diligently to stay informed of the facts on this international situation. The work that Harvest Land does is essential to the food chain, energy business and local community. The well-being of our cooperative team, their families, and our customers is a top priority for us. Harvest Land is committed to providing you the highest level of service possible as we head into the critical spring months. This is an ever-changing situation, but now is the time for us to communicate the decisions we've made to ensure your business interaction with Harvest Land is safe and successful:

People First: We are limiting outside visitors to keep our team healthy and ready to serve you, so we ask that you limit – or eliminate if possible – your visits to our locations. Right now, our greatest priority is health and safety while we work diligently to prepare to put another crop in the ground. We are happy to do business by phone, text or email. While we typically enjoy when customers come on-site to handle business, we do understand that conducting less face-to-face business will help limit the risk of spreading this virus.

Taking Care of Business: Our business of ordering and delivering product to the farm this season is imperative and Harvest Land will work closely with customers to determine how they would like us to deliver each product. Our eCommerce website allows for online bill viewing and payment, for those who would prefer to operate from their home. If you're not set up on the eCommerce site and would like to request an account, please send an email to ecommerce@harvestlandcoop.com with your name, account number(s) and preferred password. Additionally, we have the technology that will allow us to scan and email documents to you.

Spring Supply Strategy: Spring is a critical time for supply chain efficiencies, and this pandemic only compounds the issue. This is an ever-changing situation, and the potential for a supply interruption may present itself. Daily we're evaluating our supply and inventory needs. We encourage you to receive your product needs for this spring now from our agronomy locations. Our sales team will work uniquely with each customer to predict in-season needs now so we're able to provide them when that time arrives. It is critical that you have a plan so we can serve you.

There is nothing we look forward to more than getting into the field with our farmer-members. We do believe that critical planning will be advantageous, and we sincerely thank you for your patience and cooperation as together we navigate uncharted waters.

Take great care, and please let us know how we can help you during this time.

Scott Logue
President/CEO
Harvest Land Co-op