

BUSINESS CASE STUDY

# Ag Plus, LP



Ag Plus was formed in 2001 after a merger between Allen County Cooperative Association and Farmer’s Elevator Company. With eight different locations and 4,900 in 11 counties throughout Indiana, Ag Plus provides superior service across the state.



**AG PLUS  
AT A GLANCE**

Year Established:  
2001

Employees:  
86 full-time and 14 part-time

Leadership:  
Jeff Mize (President & CEO)

There’s no such thing as “every man for himself” at Ag Plus, Inc. The Ag Plus corporate culture is based on teamwork, and the company thrives on accomplishing a profitable goal. An average of \$148 million in annual sales is a result of the company’s devotion and teamwork.

**SERVICES AND OFFERINGS**

Ag Plus was formed in 2001 after a merger between Allen County Cooperative Association and Farmer’s Elevator Company. With similar services, efficiencies were gained once the two became known as Ag Plus. The company has five main departments: agronomy, feed, grain, petroleum and supply. Ag Plus now has eight different locations, and provides services to 4,900 customers in 11 counties in Indiana and is expanding to serve counties in Michigan. Ag Plus employs 86 full-time employees and 14 part-time employees.

**POTENTIAL FOR GROWTH**

Companion animal-related goods and services for animals such as horses and small pets, particularly rabbits and organic poultry, continue to be successful for the company. Ag Plus has seen a million gallon increase in use of com-

mercial fuels, particularly in the City of Fort Wayne. “We have great potential to continue growing here. This is a strong ag community, and we’re located in the heart of the corn belt with ties to the Amish community, livestock and crops. There’s a lot of diversity here,” said Ag Plus CEO, Jeff Mize.

Ag Plus recently formed a 50-50 joint venture with the nation’s leading farmer-owned cooperative and global energy, grains and foods company, CHS, to construct and operate a liquid fertilizer facility in Columbia City. The facility will have 3 million gallons of liquid storage and 130,000 gallons of chemical storage.

**WORKFORCE TALENT**

Ag Plus searches for college educated employees with a background in sales and management in the office, and outside of the office they look for educated applicators with knowledge of technology, and truck drivers with commercial driver licenses. “It can be difficult to compete with large manufacturing companies for skilled employees, but we are in need of young talent,” said Mize.