

PacificAg

A graphic element consisting of two white, curved, overlapping lines that sweep from left to right, positioned below the company name.

Leading From Experience



Presentation

A green tractor with large, treaded tires and yellow rims is shown from a low angle, moving through a field. The tractor is partially obscured by a white circle graphic on the right side of the slide.

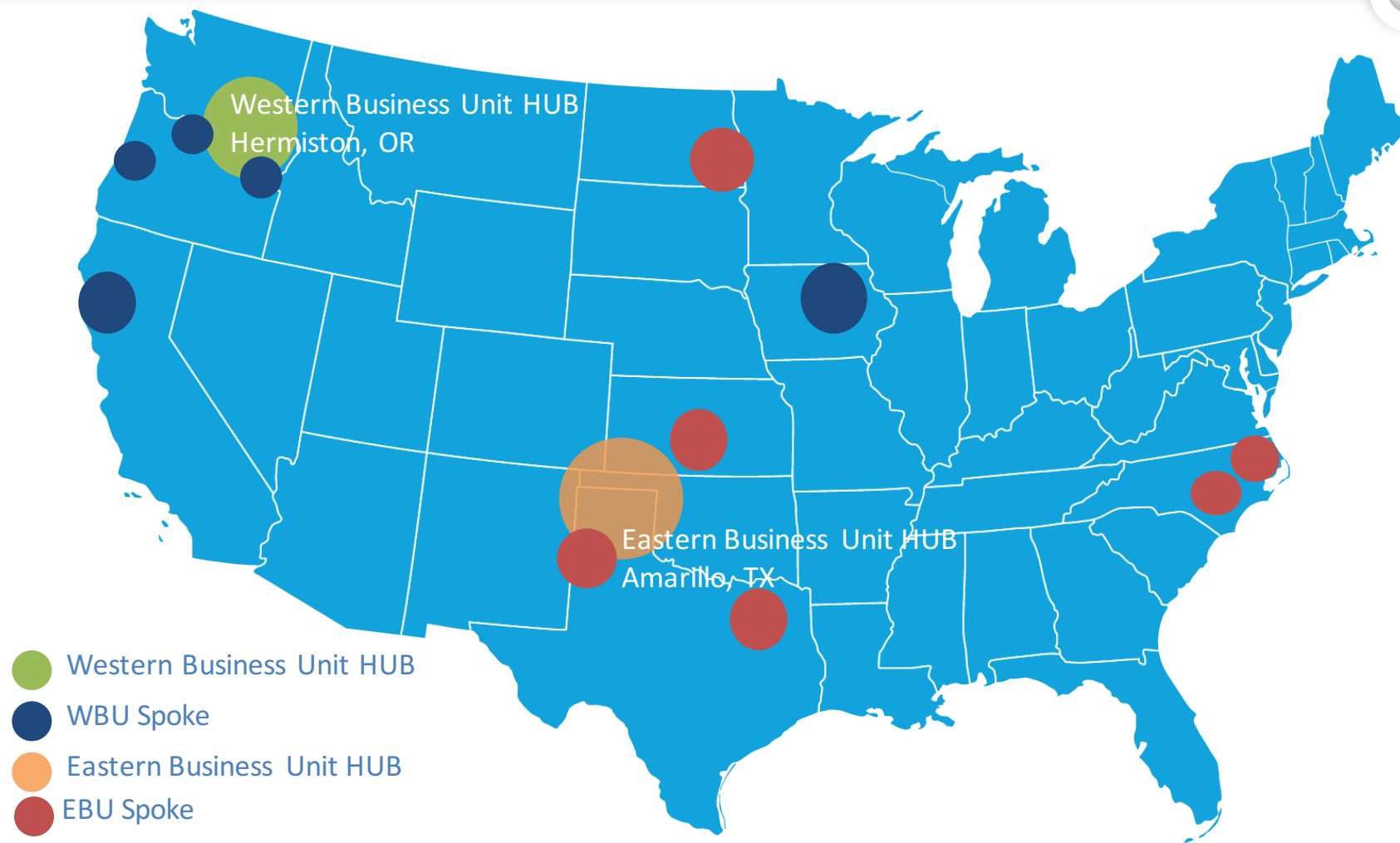
- Building an Ag Biomass Supply Shed, from the ground up.
- Pacific Ag
 - Who are we and what we do
- What is a “Supply Shed”?
- Components and developmental stages of a Supply Shed
- Supply sheds we currently manage

What is Pacific AG?



- Established in 1998
- Headquartered in Oregon – Columbia Basin
- Utilizing undervalued biomass
- Operating from nine states
- Work with 600+ growers
- 250+ total employees, 75FTE
- Largest aggregator in U.S.
- Develop and implement dedicated supply chain models providing consistent cost, quality, and volume of biomass residue.

What is a “Supply Shed”?



Characteristics of a Supply Shed

- What makes up a supply shed?
- Location
 - Unique to each supply shed
 - Carefully selected based on proximity to customer
- End User
 - It's purpose, the customer base it serves
- Residue's available
 - Can be just one such as corn stover
 - Can be a variety of different residues
- Harvest window
 - Amount of time available to reasonably harvest quality material.
 - Defined by weather and grower timelines
- Volume/Maturity
 - Infancy stage = less tons
 - Mature stage = more tons, can support year-round people and equipment assets

Hub vs. Spoke Supply Shed



Location	Hermiston, OR (Hub)	Sacramento, CA (Spoke)
End User	Multiple	Single
Residue's Available	Multiple	Rice Straw
Harvest Window	160 days	30 days
Volume	Mature	Infancy

Supply Shed Development

- Supply shed start-ups are challenging
 - Does not happen overnight
 - Full of cost and supply risk
- Key to successful development starts with the grower
 - Understand their needs
 - Do what you said you would do
- Journey to Maturity – story of Hermiston, OR supply shed

Top 3 take-away's



1. We currently manage a National footprint of supply shed's which supplies a diverse customer base.



2. New supply shed development is not easy and full of risk.



3. “Hub & Spoke” model is key to growth and reducing risk.

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- Western Business Unit HUB
 - WBU Spoke
 - Eastern Business Unit HUB
 - EBU Spoke



Thank you

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