NEW COOPERATIVE INC.

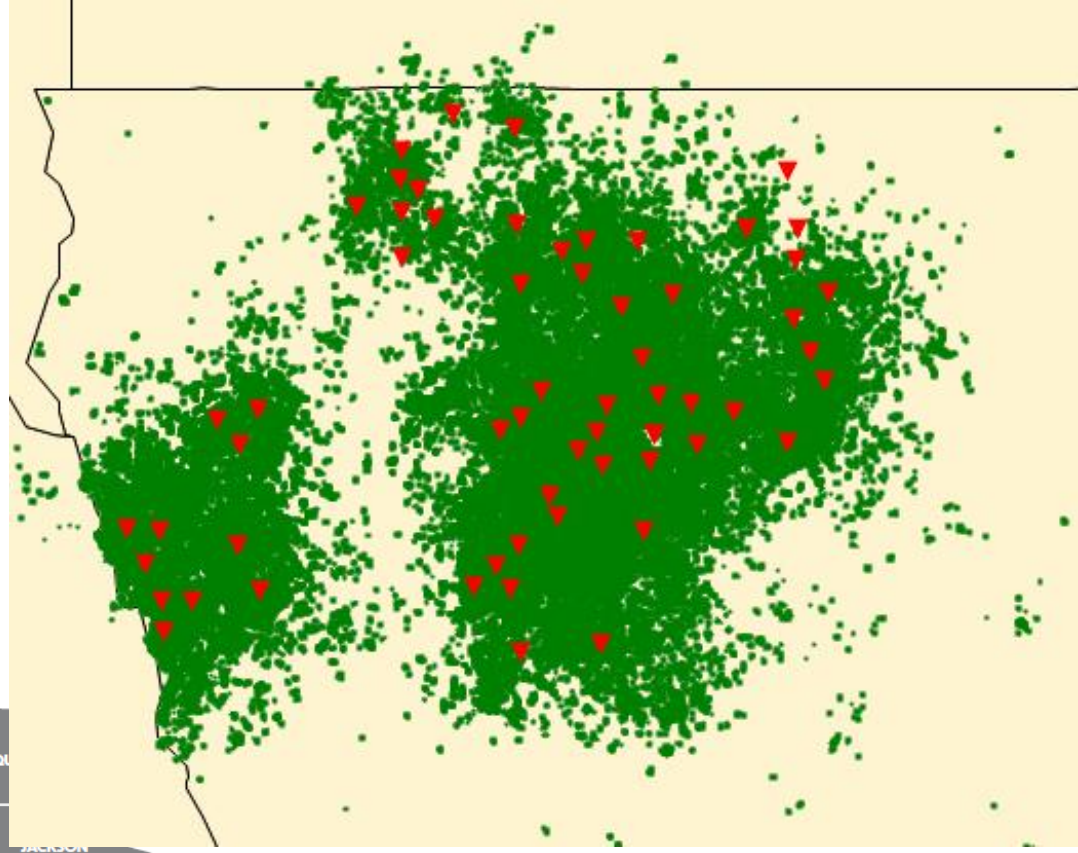
Port of Blencoe

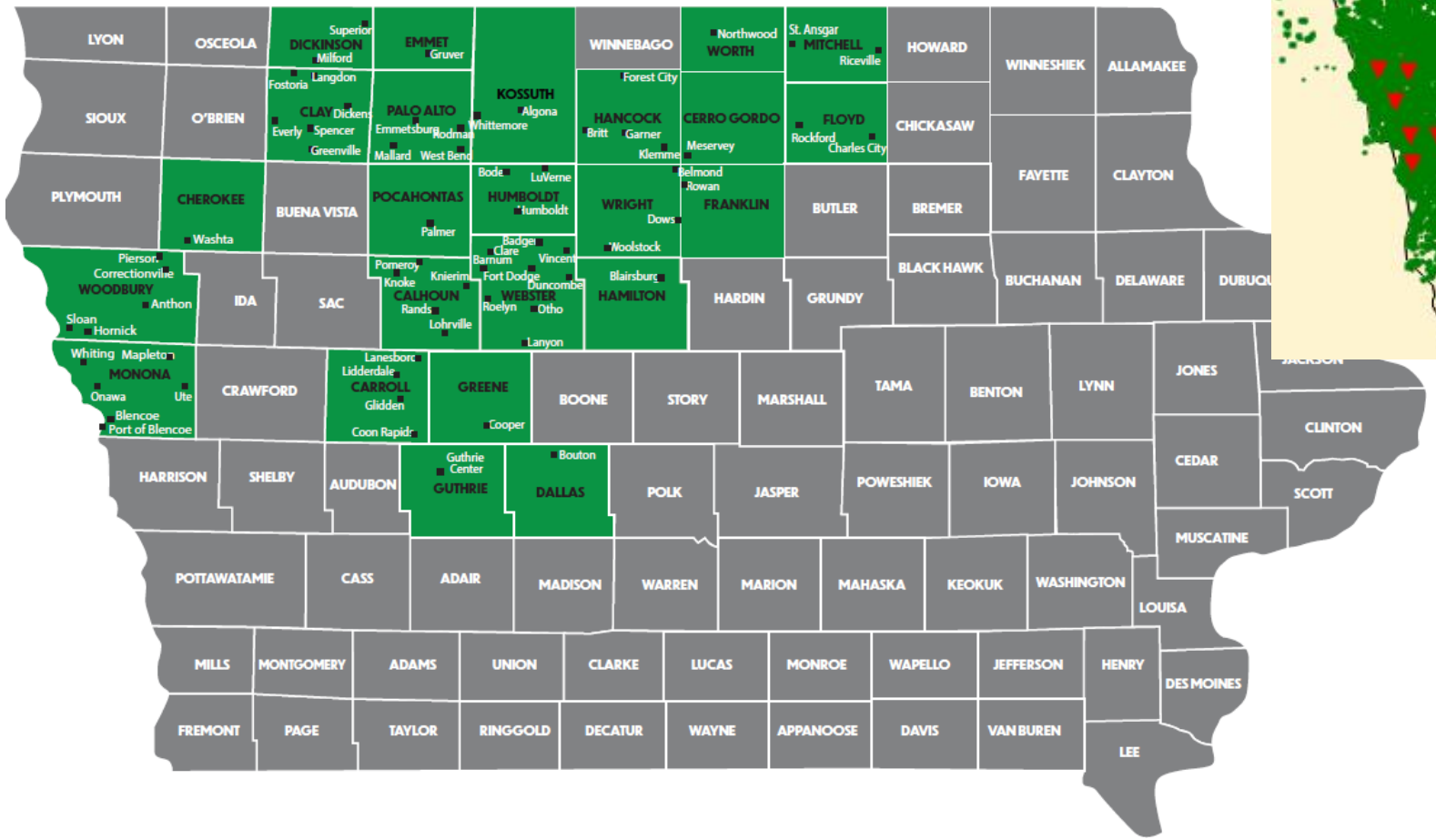
Dan Dix, General Manager
Mark Walter, Grain Manager
Frank Huseman, Director of Operations

Overview Of NEW

- Headquartered In Fort Dodge, IA
- Farmer-Owned Cooperative Formed In 1973.
- Over 8,000 Member Owners
- 66 Locations In Iowa
- 1,000 Full-Time Employees

Locations





Located In Sixty-Six Communities Throughout North Central And Northwest Iowa With Facilities In Twenty-Four Counties

NEW Today

- Grain Services & Handling
- Feed Production
- Agronomy Sales and Recommendations
- Custom Application Services
- Litter and Co-Product Applications
- Precision Ag Sales and Support
- Software Development
- Transportation
- Energy Sales and Service

Why Does A River Port Make Sense To NEW?

Expectations of our 8,000 Member Owners:

- Market Their Grain and Source Their Inputs
  - ✓ More Efficiently.
  - ✓ More Competitively.
  - ✓ More Profitably.

Transportation Is Vital To Our Success

- Railroad Service By The CPRR, CNRR, UPRR, Iowa Northern, BNSF Railroads.
  - Operate Nine – 110 Car Shuttle Loaders

- Centralized Truck Dispatch Of 150 Owned Units
  - Controlled Movement of Grain Between Shuttle Loaders and Processing Plants.
  - Coordinating Dry and Liquid Fertilizer Movement
  - Providing Ingredient Supplies to Seven High-Capacity Feed Mills
  - Directing Delivery Of 2.4 Million Tons Of Feed.

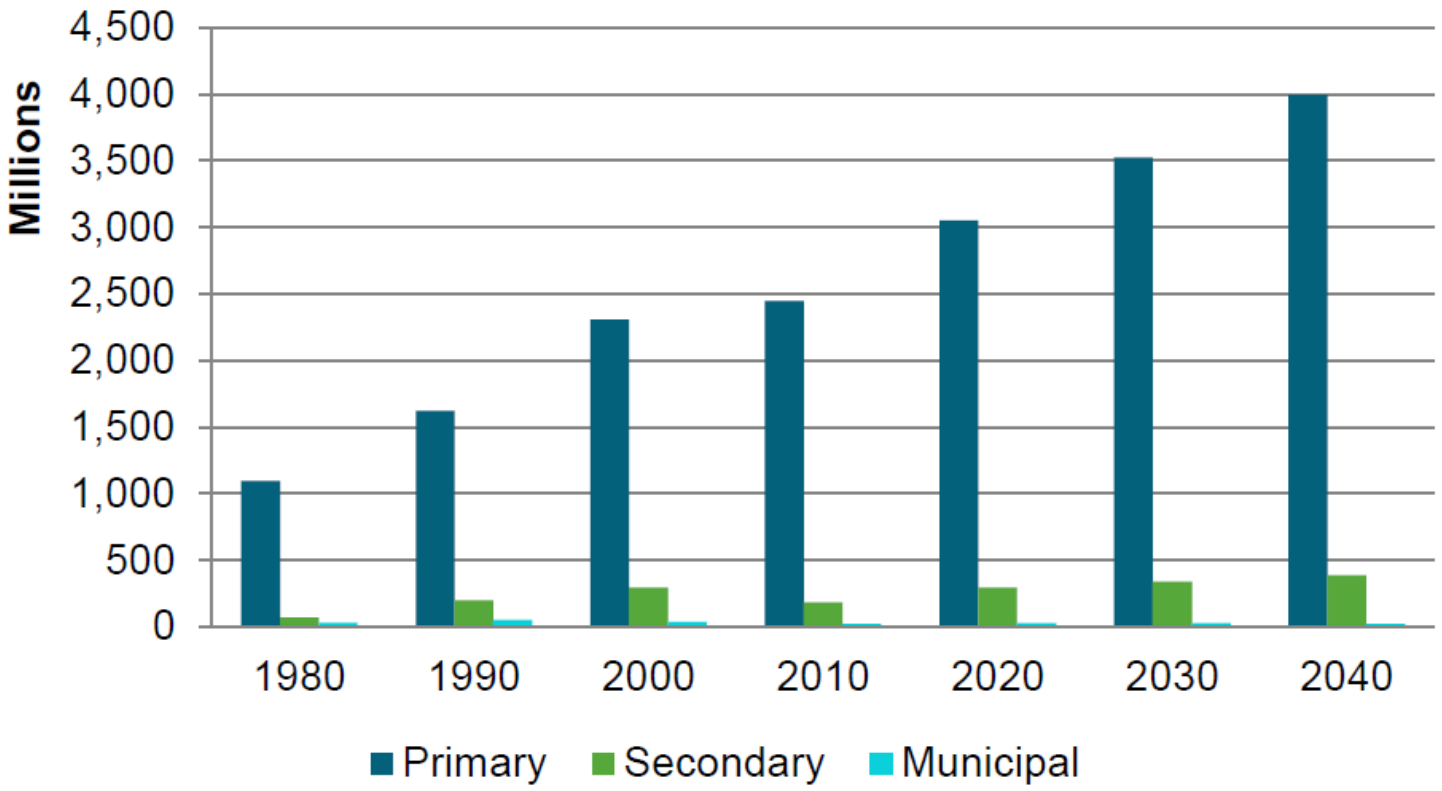
We Live Iowa's Freight Plan

- In order to support a renewed emphasis on the stewardship of our existing transportation system, a strong theme noted throughout the State Transportation Plan, three broad-based and far-reaching goals were identified:
  1. Safety – to make Iowa a safer place to travel.
  2. Efficiency – to make the best use of resources / Fleet.
  3. Quality of life – to make Iowa a better place to live, work, and travel.

NEW's Fleet Miles Continue To Grow Just Like Iowa's

Impacting Our Labor, Safety and Quality of Life

Figure 4.3: Iowa large truck vehicle-miles traveled by jurisdiction, 1980-2040



Source: Iowa Department of Transportation

We Saw The Missouri River As A Solution To Our Increasing Transportation Needs

Table 5.2: Tonnage by mode, 2012-2040 (millions of tons)

	2012	2020	2030	2040	Percent change
Total	**1018.1**	**1181.3**	**1279.7**	**1361.3**	**33.7**
Truck	818.8	943.6	1022.5	1083.9	32.4
Rail	97.3	102.3	110.9	123.1	26.5
Pipeline	77.0	103.5	105.8	103.0	33.7
Multiple modes and mail	18.6	23.9	29.9	37.3	100.8
Water	6.2	7.7	10.4	13.7	119.8
Air (include truck-air)	0.1	0.1	0.2	0.2	163.9
Other and unknown	0.0	0.0	0.1	0.1	271.7

Source: Federal Highway Administration's Freight Analysis Framework

River Transportation Meets All Goals

- NEW Was Moving 36,000 Tons Per Year of Fertilizer off the River at Dubuque To Western Iowa By Truck.
- By Coming off the River at Blencoe:
  - 248,000 Less Semi Miles
  - 58,000 Gallons Less Fuel
  - Reduced Carbon Emissions
  - Semi-Driver Utilization Improvement
- State Freight Plan – Became Our Plan
  1. Safety – To Make Iowa A Safer Place To Travel.
  2. Efficiency – To Make The Best Use Of Resources.
  3. Quality Of Life – To Make Iowa A Better Place To Live, Work, And Travel.

COMPARE ...

IOWA DOT
GETTING YOU THERE

Source: Iowa Department of Transportation | 800 Lincoln Way | Ames, IA | www.iowadot.gov

CARGO **CAPACITY**

ONE BARGE
1,750 TON
58,333 BUSHELS
1,555,000 GALLONS

ONE 15-BARGE TOW
26,250 TON
874,995 BUSHELS
23,325,000 GALLONS

ONE RAIL CAR
110 TON
4,000 BUSHELS
33,870 GALLONS

ONE 108-CAR TRAIN
11,880 TON
432,000 BUSHELS
3,657,960 GALLONS

ONE LARGE SEMI
25 TON
910 BUSHELS
7,865 GALLONS

EQUIVALENT **UNITS**

ONE BARGE

16 RAIL CARS

70 LARGE SEMIS/TRACTOR TRAILERS

ONE 15-BARGE TOW AND TOW BOAT

6 LOCOMOTIVES AND 216 RAIL CARS

1,050 LARGE SEMIS/TRACTOR TRAILERS

EQUIVALENT **LENGTHS**

ONE 15-BARGE TOW
0.25 MILE

TWO 108-CAR TRAINS
2.6 MILES

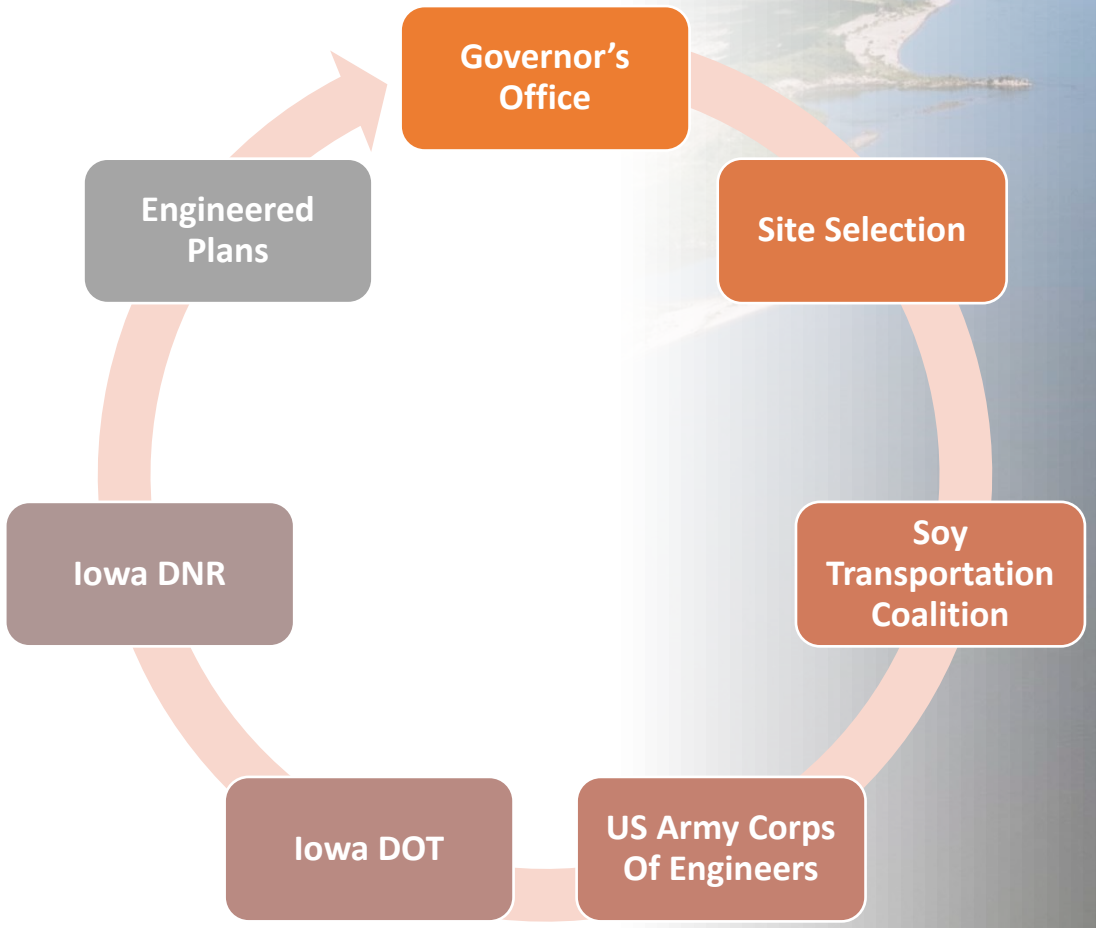
1,050 LARGE SEMIS/TRACTOR TRAILERS
13.9 MILES (BUMPER TO BUMPER)

PM 444 02/25/2019

Goal In Building A Port

- Water Transportation Is The Most Economical And Safest Mode Of Transportation.
- An Engine Of Economic Growth For Western Iowa Industries And Communities.
- The Missouri River Is One Of The Iowa's Most Underutilized Commercial Assets.
- Western Iowa Farmers Now Utilize A More Economical Marketing Option To Export Terminals And International Customers Making Them More Competitive In A World Market.
- The Facility Is Now Allowing High Volume Freight To Be Shifted From Iowa's Roads To A Navigable Waterway.

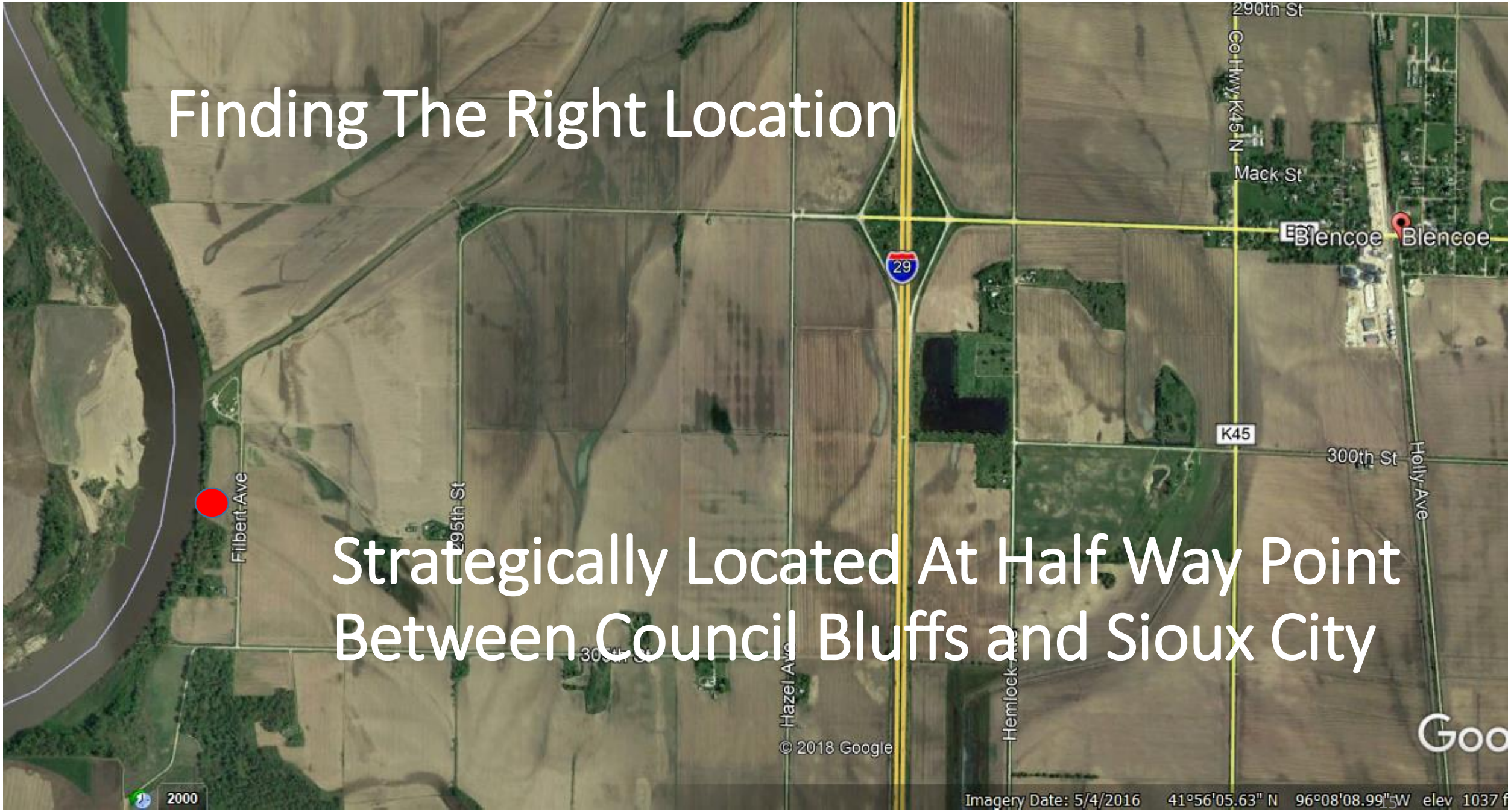
How Did We Get There?



We Appreciate The Commitment To The Missouri

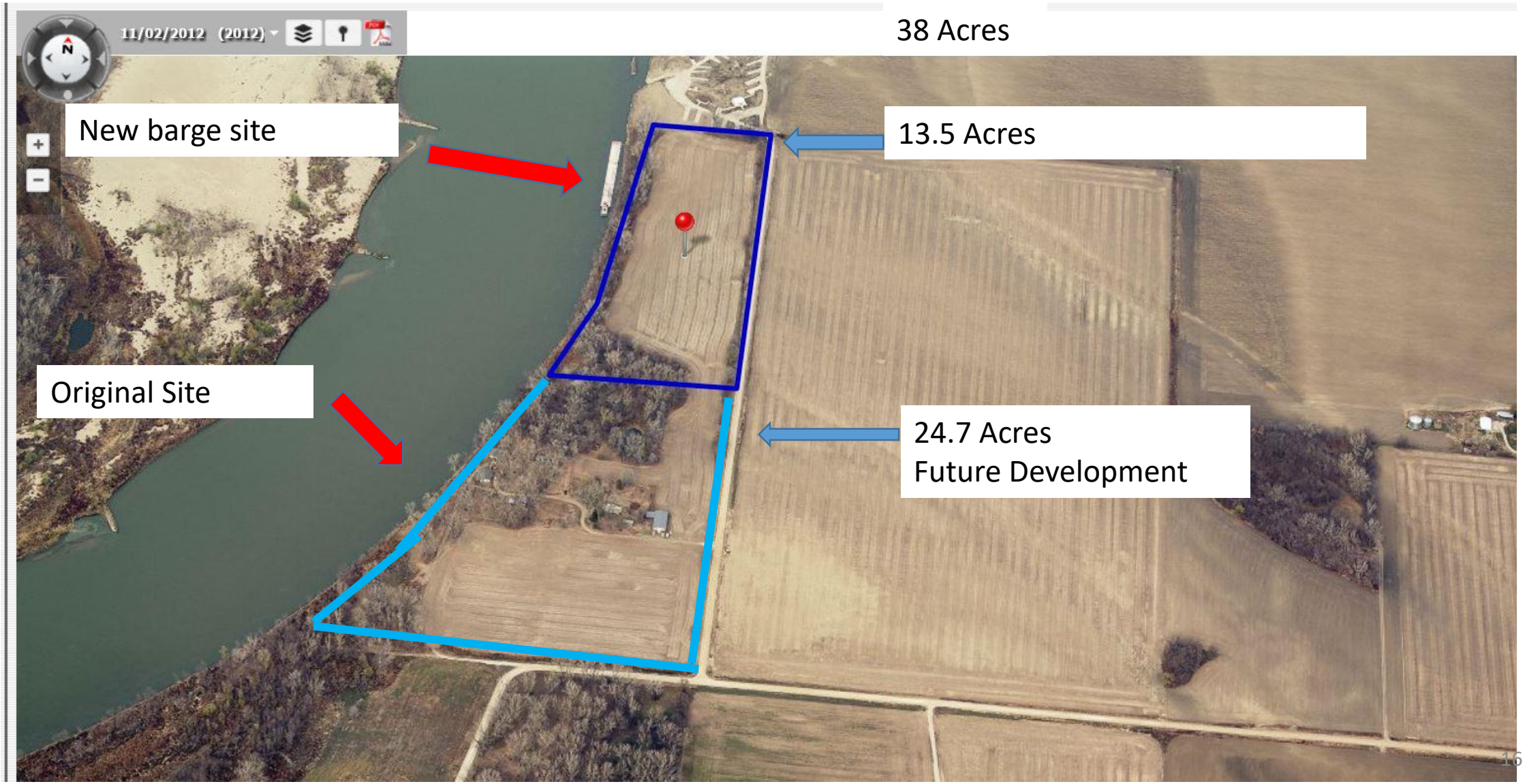
- Iowa to St. Louis: the Missouri River has been designed by The Army Corps of Engineers to be a Channel For Navigation.
- Corps Goal is to maintain a 9’ x 300’ Channel from St Louis to Sioux City allowing Commercial Navigation to Return to the River.
- Currently, the Channel is considered to be in very good shape from St. Louis to Decatur, NE.

Finding The Right Location

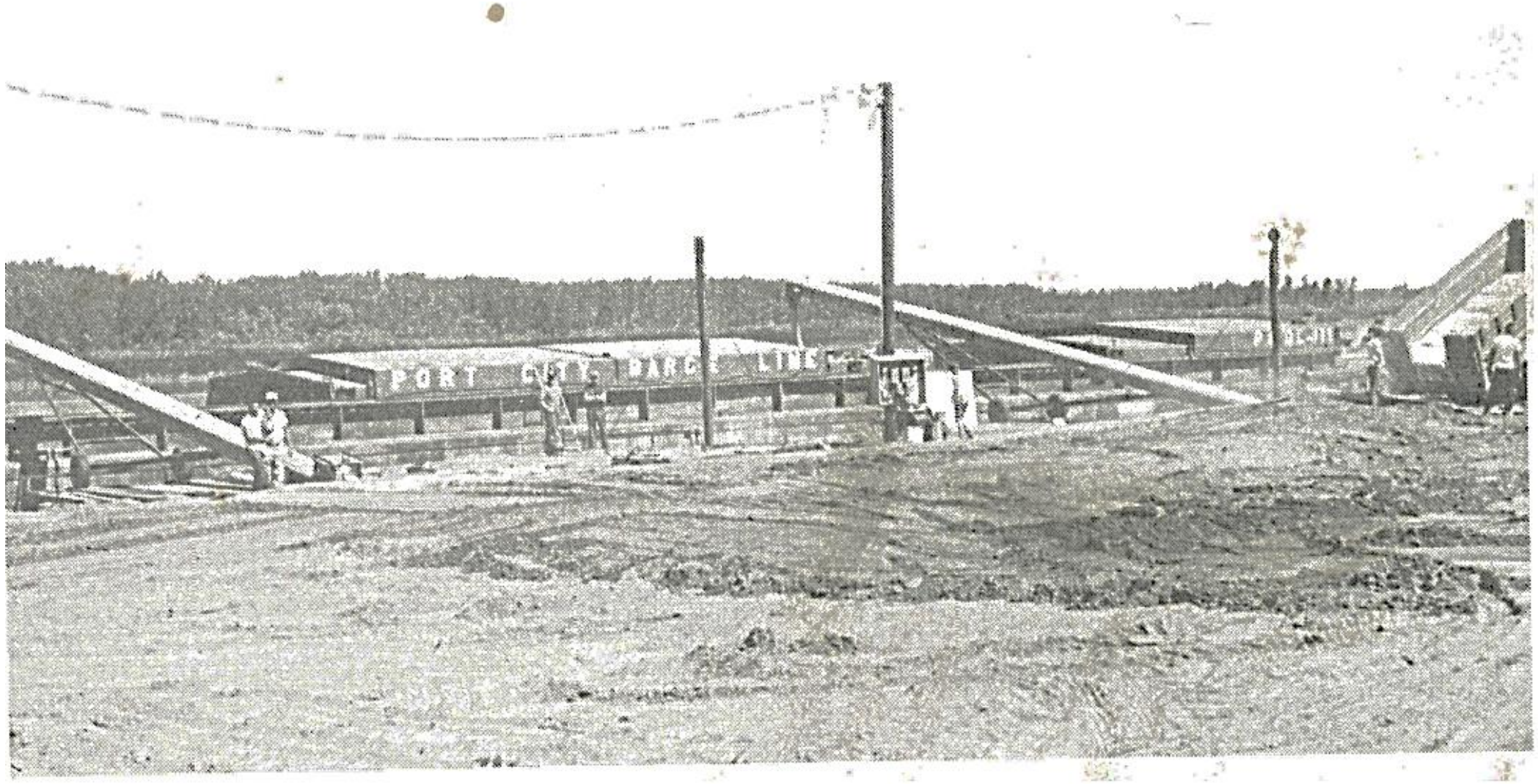


Strategically Located At Half Way Point Between Council Bluffs and Sioux City

Securing The Site



Permitted in 1938 - Last Utilized in 2003



Financial Assistance By The Iowa Soybean Association

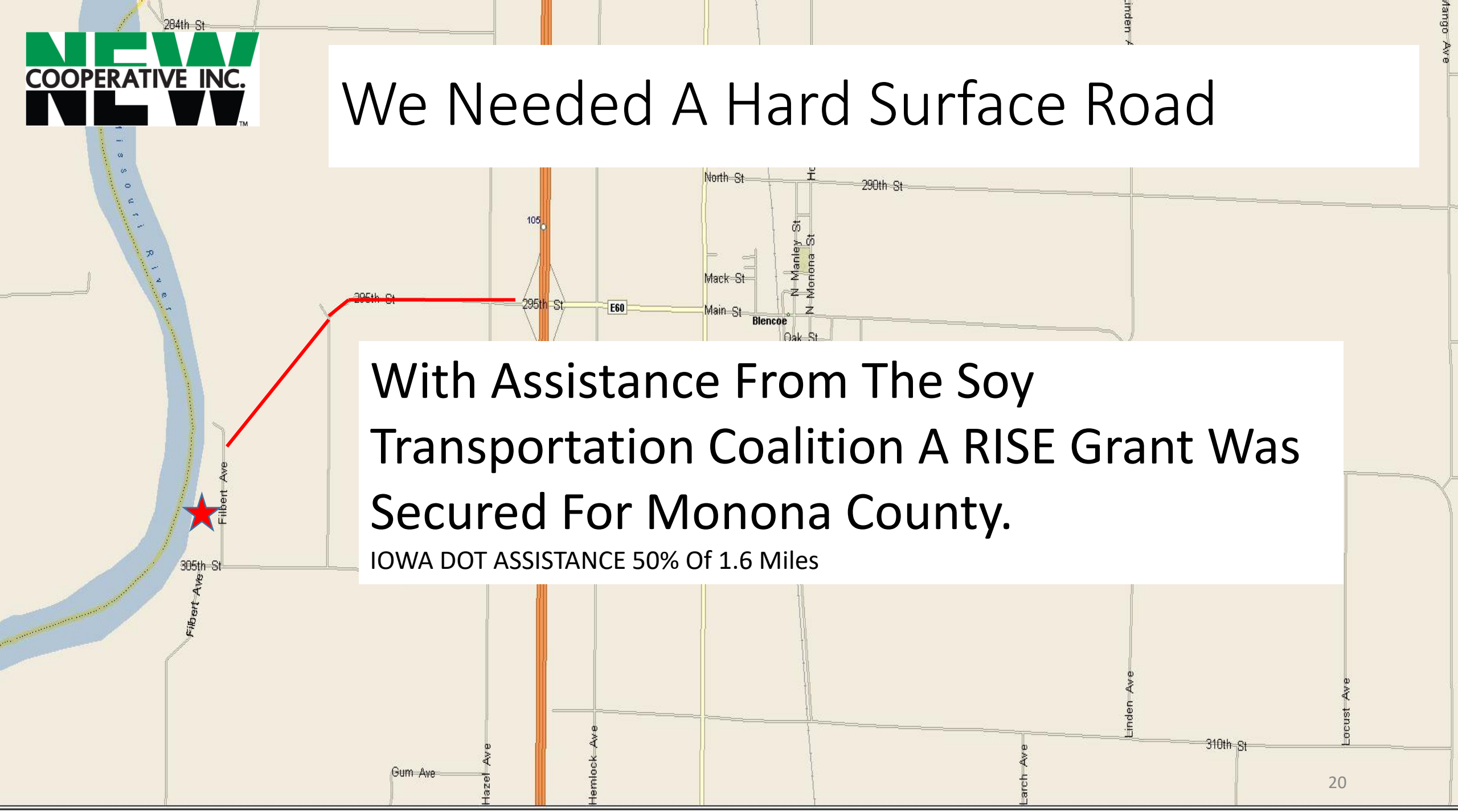
IOWA SOYBEAN Association

We Contacted Mike Steenhoek

SOY TRANSPORTATION COALITION

- ***Mike Was A Key To Putting Our Vision Into Focus.***

We Needed A Hard Surface Road



With Assistance From The Soy Transportation Coalition A RISE Grant Was Secured For Monona County.

IOWA DOT ASSISTANCE 50% Of 1.6 Miles

Construction Began October 2020

Grand Opening
June 2, 2021

First Year Of Operation

Received 35 Loaded Barges Upstream

Shipped 28 Loaded Barges Downstream

Current Commodities

Corn

Soybeans

Dry Fertilizers

Soybean Meal

Dried Distillers

Rock

What Is In The Future For The Port Of Blencoe?

- Office And Scale
- Expanding The Existing Business
- Construction Of Commodity Building
- Cotton Seed - Liquid Fertilizer - Cement
- Corn & Soybean Oils – Renewable Diesel
- Over-the-Fence Opportunities?

US Army Corps of Engineers ®

IOWA DEPARTMENT OF NATURAL RESOURCES