Port of Blencoe

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

- Headquartered In Fort Dodge, IA
- Over 8,000 Member Owners
- 66 Locations In Iowa
- 1,000 Full-Time Employees
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)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2020</th>
<th>2030</th>
<th>2040</th>
<th>Percent change</th>
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<td>Total</td>
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<td>1279.7</td>
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<td>Truck</td>
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<tr>
<td>Rail</td>
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<td>Pipeline</td>
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<td>103.5</td>
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<tr>
<td>Multiple modes and mail</td>
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<td>23.9</td>
<td>29.9</td>
<td>37.3</td>
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<td>Water</td>
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<td>7.7</td>
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<td>0.2</td>
<td>163.9</td>
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<tr>
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<td>0.0</td>
<td>0.1</td>
<td>0.1</td>
<td>271.7</td>
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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 **

**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

**ONE 15-BARGE TOW AND TOW BOAT**
6 LOCOMOTIVES AND 216 RAIL CARS

**70 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)
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.


• The Facility Is Now Allowing High Volume Freight To Be Shifted From Iowa's Roads To A Navigable Waterway.
How Did We Get There?

Governor’s Office
Site Selection
Engineered Plans
Iowa DNR
Soy Transportation Coalition
Iowa DOT
US Army Corps Of Engineers
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

- New barge site
- Original Site
- 13.5 Acres
- 24.7 Acres
- 38 Acres
- Future Development
Permitted in 1938 - Last Utilized in 2003
Financial Assistance
By The Iowa Soybean Association
We Contacted Mike Steenhoek

- 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?