

Westar Clients and Projects Summary

BIO-ENERGY, BIO-PRODUCTS, SMART GRID, AND BATTERY STORAGE

Biomass offers a tremendous opportunity to use domestic and sustainable resources to provide its fuel, power, and chemical needs from plants and plant-derived materials. Westar Trade Resources works to assist clients to develop businesses for the manufacture and distribution of biomass power; biofuels such as ethanol and biodiesel; and for making products, plastics and chemicals from renewable, biobased materials.

Westar Trade Resources also assists clients to develop businesses which use renewable biomass resources to produce an array of energy related products including electricity, liquid, solid, and gaseous fuels, heat, chemicals, and other materials.

The term "biomass" means any plant derived organic matter available on a renewable basis, including dedicated energy crops and trees, agricultural food and feed crops, agricultural crop wastes and residues, wood wastes and residues, aquatic plants, animal wastes, municipal wastes, and other waste materials.



BIO-ENERGY & BIO-PRODUCTS CLIENTS

Agro Energy Holdings, Inc., Bay Harbor Islands, FL — Business development and financial consulting for several commercial algae production facilities located in the in the United States, Europe, and Ukraine.

Alico, Inc., LaBelle, FL — \$33 million DOE Cellulosic Ethanol grant for the development of a cellulosic ethanol and power plant.

Bee County Cooperative Association, Tynan, TX — Feasibility Study, Business Plan, and \$300,000 USDA Value-Added Producer Grant for a biodiesel plant and extrusion facility.

Biocrude LLC, Lugoff, SC — Feasibility study, business plan and \$5 million USDA Business and Industry loan guarantee application for a waste to renewable heating oil facility.

Crosby Pellet Plant, Poplarville, MS — Feasibility Study, Business Plan and financing package for wood pellet plant.

Crystal Fuels, Inc., Houston, TX — Market development, business development and international business development to develop an IPO for domestic and international biodiesel production.

Durra Building Systems, LLC, Whitewright, TX — Business plan, feasibility study, business development, and marketing consulting for \$4 million strawboard plant. Assisted in negotiating the contract with Ortech Industries, Melbourne, Australia to purchase the equipment, technology, and the manufacturing rights for the Western Hemisphere. Assisted in the layout building and equipment, hiring management, and worked as the marketing director from 2000-2003 to assist in developing national and international sales, public relations, new product research and development, and plant expansion. Grant awarded for the USDA Value Added Producer Grant Program, 2002 (\$137,000), 2004 (\$150,000), and 2005 (\$100,000).

East Penn Manufacturing Company, Lyon Station, PA — \$32.5 million grant award for the DOE Recovery Act-Electric Drive Vehicle Battery and Component Manufacturing Initiative, 2009. \$2.6 million grant award for the DOE Recovery Act Smart Grid Demonstration Grant, 2009.

Environmental Defense Fund, Washington, DC — \$5 million grant application for the DOE Recovery Act Energy Efficiency and Conservation Block Grant program, 2009.

1



Evergreen Approach, LLC, Tennille, GA — Feasibility Study, Business Plan and financing package for wood pellet plant.

FutureFuel Chemical Company, Batesville, AR — Application for a DOE Cellulosic Demonstration Facility Grant, 2007. \$12.6 million grant award for the DOE Recovery Act-Electric Drive Vehicle Battery and Component Manufacturing Initiative, 2009.

Gatlin International, Dallas, TX — \$750,000 grant application for the DOE Recovery Act Electric Grid Workforce Training Program, 2009.

Kentucky Five Star Energy, Sebree, KY — Business Plan for a 50 million gallon ethanol plant using waste steam.

mC Global, Inc., Los Angeles, CA — Business plan, business development, grant writing and marketing consulting. Assisted the company to develop a line of products to sell to the Korean market, including corncobs, DDGS and corn gluten meal, as well as agri-business technology and services. Also assisted the company to obtain \$300,000 value-added loan/grant from Iowa Economic Development Department, and over \$2 million in tax abatements and other incentives from local and state entities.

Organic Fuels Holdings, Inc., Houston, TX — Feasibility Study, Business Plan, 9006 Energy Grant and Guaranteed Loan Application, USDA Business and Industry Loan Application, and DOE Cellulosic Demonstration Grant.

Panhandle Agricultural Producers, Amarillo, TX — Feasibility study and business development for a biomass to electric project.

Rio Grande Valley Sugar Growers, Inc., Santa Rosa, TX — Assisted in developing \$100,000 USDA Value-Added Producer Grant for the feasibility study and business plan for the development of a new biomass boiler system using sugar cane.

Southwest Energy & Feed, Inc., Seminole, TX — Feasibility Study, Business Plan, \$500,000 USDA 9006 Energy Grant and \$1.1 million loan guarantee, and \$300,000 USDA Value-Added Producer Grant for a biodiesel plant and extrusion facility for an adjacent cotton gin.

Stramit USA, Perryton, TX — Business plan, business development, and management consulting for \$3 million cooperative strawboard manufacturing plant. Services included serving as CEO for the project from 1995-1996. Obtained a \$500,000 grant from the Alternative Agricultural Research and Commercialization Corporation, USDA, 1995.

Sunergie Inc., Austin, TX — Conversion of mesquite and cedar trees for power generation and electricity. Feasibility Study and Business Plan, also a \$65,000 USDA Value-Added Producer Grant awarded.

TreeCycle LLC, Oldwick, NJ — Feasibility Study, Business Plan and financing package for wood pellet plant.

United States Sugar Corporation, Clewiston, FL — Cellulosic ethanol grant application to the Florida Energy Commission.

Valley Oil Mill Cooperative, Harlingen, TX — Feasibility Study and Business Plan for a biodiesel production facility adjacent to the cottonseed oil mill.

Zurix Biodiesel, Thomaston, GA — Feasibility Study, Business Plan and USDA 9006 Energy Grant Application. Obtained a \$500,000 grant from the USDA, 2008.

USDA BIOREFINERY LOAN GUARANTEE CLIENTS



The Biorefinery Assistant Program (Section 9003 of the 2008 Farm Bill) provided loan guarantees to entrepreneurs eager to take advantage of the growing opportunities in renewable energy provided by advanced biofuels.





ANIMAL GENETICS AND REPRODUCTION



Genetic Resources International, Navasota, Texas — Conducted feasibility study and business plan to promote the sale of sexed embryos in the beef and dairy industry. Assisted the client in obtaining a 2005 USDA Value Added Producer Grant in the amount of \$150,000.

Sexing Technologies, Navasota, Texas — Conducted feasibility study and business plan to develop sale of sexed semen in the beef industry. Assisted the client in obtaining a 2005 USDA Value Added Producer Grant in the amount of \$150,000.

Rex Consulting, Navasota, Texas — Assisted client in developing new opportunities in the beef and dairy industries utilizing in-vitro reproductive techniques and assisting in the development of strategic partnerships within the industry.

"Cindy's resourcefulness, diverse knowledge of the agricultural industry, and focus on strategic development helped me obtain key contacts and learn about funding opportunities for my company which I was previously unaware. This has increased my income earning potential by allowing me to adapt and quickly move my business into new directions."

Brad R. Lindsey, PhD / Owner Rex Consulting

OIL & GAS RELATED SERVICES

Coil Tubing Intervention Services — A subsidiary of Hardy Energy Services, \$5 million Business & Industry Loan for coil tubing.

Tri-W Construction — \$1.5 million Business & Industry guaranteed line of credit for oil fields manufacturing company.

AGRICULTURAL DEVELOPMENT

Feasibility study, business plan, and \$298,000 USDA VAPG grant award for **Planter's Grain Cooperative**, **Odem, TX**, 2006. Planter's Grain Cooperative is actively involved in developing a new, emerging market for value added, identity preserved feed ingredients including corn, wheat, soybean, cottonseed, distillers dried grains, rice, and cottonseed meal, and expanding sales of these feed ingredients into Central and Southern Mexico. This project is designed to expand groundwork and market connections that the Cooperative has developed while selling identity- preserved grain sorghum to Integradora de Agroinsumos del Noreste in Northern Mexico.

Integradora de Agroinsumos del Noreste, Monterrey, Mexico — Completed a Texas–Mexico Rail Study to determine feasibility of constructing a rail loading facility located on the Kansas City Southern rail in Morales, Mexico. Also assisted the company in obtaining a \$1.5 million line of credit with an Ex-Im Bank loan guarantee.

Shamrock Enconomic Development Corporation, Shamrock, TX--Relocation feasibility study for the dairy industry to Shamrock, Texas.



Pampa Economic Development Corporation, Pampa, TX--Relocation feasibility study for the dairy industry to Pampa, Texas. This study resulted in the relocation of several large dairies of over \$1 million in value.

"I have used the services of Cindy Thyfault on several occasions over the past three years. While Director of the Economic Development Council in Roswell, NM, we utilized Cindy's firm for a



feasibility study for a beef processing operation. Here in Pampa, we have used her firm to prepare a dairy feasibility study and other related projects. I have found Cindy to be reliable, talented and professional. I would highly recommend her firm to companies that may want to utilize their services."

Lew Mollencamp

BUILDING PRODUCTS

Business plan, feasibility study, business development, and marketing consulting for \$4 million strawboard plant for **Durra Building Systems**, LLC, Whitewright, Texas. Assisted in negotiating the contract with Ortech Industries, Melbourne, Australia to purchase the equipment, technology, and the manufacturing rights for the Western Hemisphere. Assisted in the layout building and equipment, hiring management, and worked as the marketing director from 2000-2003 to assist in developing national and international sales, public relations, new product research and development, and plant expansion. Grant awarded for the USDA Value Added Producer Grant Program, 2002 (\$137,000), 2004 (\$150,000), and 2005 (\$100,000).

Business plan, business development, and management consulting for \$3 million cooperative strawboard manufacturing plant for **Stramit USA**, **Perryton**, **Texas**. Services included serving as CEO for the project from 1995-1996. Obtained a \$500,000 grant from the Alternative Agricultural Research and Commercialization Corporation, USDA, 1995.

Conducted a national survey of the wood products industry to analyze the potential for importation of hardwoods from the Fiji Islands, 1993.

COMMUNICATIONS

Harris Broadband, Brownwood, Texas — Assisted the company in obtaining a \$5 million USDA Business and Industry Loan Guarantee to develop a new state-of-the-art cable, internet, and telephone service in Brownwood and the surrounding area.

"Cindy has been a great deal of help. Her knowledge of the USDA B & I process and of banking in today's world has been extremely beneficial to our company. Cindy has always been accurate and timely with her actions and responses."

Philip Harris, President Harris Broadband LP

5



MEAT & SEAFOOD PROCESSING



Texas Aquaculture Cooperative, Markham, TX — Feasibility study, business plan and preparation of a 2008 USDA Value- Added Grant Application. The company was awarded \$300,000 through the USDA grant program.

Avery Foods — Conducted feasibility study, business plan and marketing plan and was instrumental in developing a new shrimp processed product made from gulf shrimp harvested by local shrimp producers. Developed design of a \$2 million plant to process shrimp and made initial marketing contacts with Sysco and HEB grocery

stores. Prepared a 2006 USDA Value Added Producer Grant application, which was awarded for \$150,000.

Bowers Shrimp, Palacios, TX — Feasibility study, business plan and \$300,000 USDA Value- Added Producer Grant application.

Bowers Catfish, Palacios, TX – Feasibility study, business plan and \$300,000 USDA Value- Added Producer Grant application.

Lamb Marketing Specialties — Conducted feasibility study, business plan and marketing plan and developed a cooperative to market hair sheep meat and hides for the Texas Hair Sheep Association. Prepared a 2005 USDA Value Added Producer Grant application, which was awarded for over \$94,000.

Preferred Bird of Texas — Currently conducting a feasibility study and business plan and assisted the client in obtaining marketing contracts for pastured poultry, as well assisted the client to obtain a 2005 USDA Value-Added Producer Grant for over \$30,000.

Developed a business plan for **Double J Meats**, **Pierce**, **Colorado** and assisted the company in securing a \$1 million loan to expand the processing floor.

Business development and grant writing efforts for **Maverick Ranch Natural Meats, Denver, Colorado**. Maverick Ranch is one of the largest companies in the U.S. selling natural beef, pork, chicken, and lamb. Worked to develop additional plants for processing natural beef.

Grant proposal for **Zanios Foods, Albuquerque, NM —** \$150,000 grant awarded by Market Lubbock, Lubbock, Texas.

Business audit and management re-structuring for **Highlander Poultry and Meats of Texas, Lubbock**, Texas. Grant proposal, 2004--\$50,000 grant awarded by Market Lubbock, Lubbock, Texas.

Business plan and feasibility study for **Harper Beef Processors**, **Harper**, **Kansas**. Develop and renovate existing processing facility for slaughter and further processing.

Business plan for \$15 million beef carcass processing facility for **Express Meats**, Oklahoma City, Oklahoma. This project incorporated the current business of Express Meats with future sales to customers of Prairieland, Arkansas City, and other potential markets.

Feasibility study, business plan, offering documents, financing, and on-going consulting services for \$30 million finish cattle and cull cow slaughter and processing facility for **Quality Beef Producers Cooperative, Adams County, Wisconsin**.

Holder Brothers Beef, Atlus, OK — Feasibility study and Value Added Producer Grant for natural beef retail outlets.

Feasibility study and site analysis for \$15 million hog slaughter and processing facility for **Pinnacle Foods, Iowa**, and Thomas, Oklahoma.



Feasibility study and business plan for \$12 million finish cattle and cull cow slaughter and processing facility for **CVR**, **Oklahoma City**, **Oklahoma**. Completed survey of feedlots in Oklahoma, Southern Kansas, and North and West Texas and conducted an in-depth procurement analysis. Worked with several branded beef programs, national restaurant chains, and other alliance groups to develop marketing and procurement opportunities through these programs. Developed a business plan to form an alliance partnership with Express Beef, which resulted in a new branded beef procurement and marketing program.

Feasibility study and business plan for \$15 million cooperative cull cow slaughter and processing facility in Roswell, New Mexico, for **Allendale Beef, Allendale, Michigan**. Conducted extensive procurement research in New Mexico, Texas, Arizona, Colorado, and Oklahoma.

Feasibility study and business plan for \$20 million tannery for Perryton, Texas. Included international research and developing alliance partnerships with Farmland National Beef, Liberal, Kansas; finish leather manufacturers in Leander, Texas; and tanneries in Mexico and Taiwan.

NUT AND OILSEED PROCESSING

Alliance Bioenergy, Inc., McGehee, AR — Feasibility study, business plan, and financial consulting services for a cottonseed oil and animal feed manufacturing facility.

Hollybrook Cottonseed Processing, Inc., Lake Providence, LA — Feasibility study, business plan, and financial consulting services for a cottonseed oil and animal feed manufacturing facility.

Business plan, feasibility study, marketing services and financial

services for **Dee & C Pecans, Lamesa, TX**. Worked to develop \$30 million pecan shelling plant and integrate new patented technology.

Feasibility study and business plan for a \$5 million castor processing facility for **Browning Seed**, Inc., **Plainview**, **TX**. This project included intensive national and international marketing and procurement research to comply with USDA Business and Industry Loan regulations. A marketing cooperative was organized to provide castor seed, and a grant was obtained for the project.

Feasibility study and cooperative development for \$20 million cooperative peanut shelling and processing project in West Texas. Completed an extensive feasibility study of the peanut industry to obtain a producer cooperative guaranteed loan from the USDA Business and Industry Loan Program.





ORGANIC AND NATURAL FOOD AND FIBER PRODUCTS

Nature's Broom of America, Inc., Greenville, MS — Business plan and financial consulting for the production of a natural biodegradable absorbent for oil spills and shop grease.

Lamb Marketing Specialties — Conducted feasibility study, business plan and marketing plan and developed a cooperative to market hair sheep meat and hides for the Texas Hair Sheep Association. Currently serving as marketing director and coordinating sale of products. Wrote a 2005 USDA VAPG Working Capital Grant, which was awarded for over \$94,000.



Preferred Bird of Texas — Currently conducting a feasibility study and business plan and assisted the client in obtaining marketing contracts for pastured poultry, as well as a 2005 USDA VAPG for over \$30,000.

Business plan, feasibility study, business development, grant writing and marketing consulting for **Texas Best Organics**, **China, Texas**. The company specializes in organic rice, and opened a new line producing organic rice flour. Grant proposal for the 2004 USDA Value Added Producer Grant program resulted in a \$150,000 grant award.

Business development and grant writing efforts for **Maverick Ranch Natural Meats, Denver, Colorado**. Maverick Ranch is one of the largest /companies in the U.S. selling natural beef, pork, chicken, and lamb. Worked to develop additional plants for processing natural beef.

Business plan for the **Great Plains Organic Herb Cooperative**, **Manhattan**, **Kansas**. Worked to develop a business plan and a farmer cooperative to produce and market herbs to the medicinal and organic market.

"We saw the profit potential in a new product, but needed additional working capital to develop it. Cindy was able to help us quickly and easily obtain a USDA working capital grant, and helped walk us through all the procedures to collect it. This has allowed us to develop our marketing campaign and successfully compete for the new business."

> Cecil Slack, Owner Texas Best Organics

PLANT NURSERIES, VINEYARDS & WINERIES

J Berry Nursery, Grand Saline, TX — Feasibility study, business plan and USDA Value-Added Producer Grant application. The company was awarded \$300,000.

Mea Nursery, Lindale, TX — Feasibility study, business plan and USDA Value-Added Producer Grant application. The company was awarded \$300,000.





Leaning Oaks Vineyards — Conducted a feasibility study and business plan and assisted the client in obtaining a \$1.3 million USDA Business & Industry Loan Guarantee, as well as a 2005 USDA Value Added Producer Grant for over \$30,000.

USDA 9006 AND REAP ENERGY GRANT & LOAN PROGRAMS

The Renewable Energy and Energy Efficiency Improvement Program, offered through USDA Rural Development, offers grants, guaranteed loans, and combination grant/guaranteed loans to help agricultural producers and rural small businesses purchase and install renewable energy systems and make energy efficiency improvements in rural areas.

Renewable energy is defined as energy derived from a wind, solar, biomass, or geothermal source; or hydrogen derived from biomass or water using wind, solar, biomass, or geothermal energy sources.

2006 was the first year that the USDA accepted applications for a combination grant and guaranteed loan application. **Southwest Energy & Feed, Seminole, Texas,** a Westar Trade Resources client, was successful in obtaining a \$500,000 grant and a \$1.1 million loan guarantee for a 1.6 million gallon per year biodiesel plant located adjacent to the Ocho Gin. This combination award was one of 7 awards by the USDA throughout the nation. In 2007, Southwest Energy & Feed Inc. also received a USDA Value-Added Producer Grant for \$300,000.

Zurix Biodiesel, Thomaston, GA, also received a \$500,000 grant for a \$5 million biodiesel project through this program in 2008.

Mississippi Moonshine, Clarksville, MO, received a \$20,000 grant for an ethanol fueling station.

US DEPARTMENT OF ENERGY CELLULOSIC ETHANOL COMMERCIALIZATION GRANT PROGRAM

A \$33 million grant under this program was awarded to Alico, Inc. to be used along with private capital to construct a cellulosic ethanol plant in LaBelle, Florida. Alico, Inc. is an agribusiness company primarily engaged in the production of sugar, sugarcane, cattle, sod and forest products. The company's operations are located in central and southwest Florida and its primary asset is 136,081 acres of land located in Collier, Hendry, Lee, and Polk Counties.

AMERICAN RECOVERY AND REINVESTMENT ACT GRANTS

Two Westar Trade Resources clients were among the 48 recipients of funding for new advanced battery and electric drive projects that will receive \$2.4 billion in funding under the American Recovery and Reinvestment Act. A \$32.5 million grant was given to East Penn Manufacturing Co., as well as a \$12.6 million grant awarded to FutureFuel Chemical Company; both were prepared and submitted by Westar Trade Resources in Dallas, Texas.

In addition, East Penn Manufacturing Company also received a \$2.6 million award from the DOE Recovery Act Smart Grid Demonstration Grant program.



"Our Company, East Penn Manufacturing Company Inc, was presented with an opportunity to apply for Federal Stimulus money; however, we had very little experience in applying for a government grant. Westar Trade Resources came highly recommended to us as having the experience to get the job done. We hired them and they arrived the next week ready to work and Westar completed the project on time and did an excellent job. We were completely satisfied with their work product and their ability to understand our business in a very short period of time. I have no reservations about recommending Westar".



Chris Pruitt, Executive Vice President/CFO, East

Penn Manufacturing Co, Inc \$32.5 million DOE Grant Awarded August, 2009

"Cindy and the staff at Westar Trade Resources are professional, knowledgeable, resourceful, and dedicated. They have been valuable partners in the various renewable energy and biobased product projects that we have considered. Cindy has a wealth of knowledge and experience to offer. Cindy has always provided insightful guidance and analysis. The Westar Trade Resources staff has successfully achieved every project objective and met all project deadlines."

Gary McChesney, Chief Technology Officer, FutureFuel Chemical Company \$12.6 million DOE Grant Awarded August, 2009

USDA VALUE-ADDED PRODUCER GRANT PROGRAM

The USDA Value-Added Producer Grant program is a competitive grants program administered by USDA's Rural Business Cooperative Service that makes funds available to help producers enter into value-added activities. The program is administered through State USDA Rural Development offices.

Individual producers, cooperatives, farm alliances and majority-controlled producer-based business ventures are encouraged to apply. Grants are awarded for both the marketing and processing of an agricultural product.

In the last 7 years Westar Trade Resources has assisted 21 companies to submit proposals to the USDA VAPG program, and 19 companies were awarded grants for a total of \$3,085,305.



USDA VAPG CLIENT AWARDS		
2011		
Holder Brothers Beef	\$300,000	Funds will be used to market 12,000 head of all natural, dry aged Angus beef through two brick mortar stores and online sales.
2010	(Program was postpo	oned until 2011)
2009		
J. Berry Nursery	\$300,000	New hibiscus line of products
2008	<u> </u>	
Texas Agriculture Cooperative	\$300,000	Working capital expenses for the development of a whole dressed catfish product.
Mea Nursery	\$300,000	Working capital expenses for the development of an ecofriendly rose packaging program.
2007		
J. Berry Nursery	\$300,000	Working capital expenses for the development of the knock-out rose program.
Gentz Cattle Company	\$50,000	Working capital expenses for the development of natural Longhorn beef sales.
Southwest Energy & Feed Inc.	\$300,000	Working capital expenses for biodiesel production and sales.
2006		
Avery Foods	\$150,000	Working capital expenses associated with marketing raw, peeled, and deveined boxed shrimp and formed, breaded, and seasoned shrimp products.
Bee County Coop Association, LLC	\$300,000	To pay for working capital expenses associated with marketing bio-diesel made from cottonseed.
Clifton Raeke & Sons Farm	\$65,000	To assess the feasibility of and develop a business plan for marketing wood chips made from Mesquite and Huisache trees for use as a fuel.
Gentz Cattle Company, LLC	\$25,000	To assess the feasibility of marketing beef from naturally-raised Longhorn cattle.
Planter's Grain Cooperative	\$298,180	To pay for working capital expenses associated with marketing identity-preserved feed ingredients, including corn, wheat, soybeans, cottonseed, distillers dried grains, rice, and cottonseed meal.
2005		
Affordable Building Systems dba Durra Building Systems	\$100,000	Funds will be used to assess the feasibility for building "universal houses" using strawboard as a main material for homes in Texas and the Southwest U.S.
Apispedegree, LP dba Genetic Resources International	\$150,000	Funds will be used to support the production of bovine gender pre-determined embryos for the global market, through purchase of supplies and labor costs.
Inguran, LP dba Sexing Technologies	\$150,000	Funds will be used to expand sales and market sexing technology or "gender sorting" of bovine semen for sale to ranchers worldwide.
Leaning Oaks Vineyards JV	\$49,944	Funds will be used to operate a wine processing facility, expand to target markets, and assist with salaries and production costs.
Preferred Bird of Texas	\$30,500	Funds will be used to assess feasibility of



		growing natural, grass-feed poultry in Texas.
Texas Hair Sheep Producers Association	\$94,836	Funds will be used to implement a marketing campaign, maintain the facilities, and produce meat and leather.
2004		
Texas Best Organics, LLC	\$150,000	Grant funds will be used for working capital expenses for marketing organic rice flour.
Affordable Building Systems, LLC	\$134,375	Grant funds will be used for working capital expenses for marketing a commercial acoustical theater wall building system out of wheat straw.
2002		
Affordable Building Systems, LLC	\$137,500	Grant funds will be used for working capital expenses for marketing a commercial ceiling system out of wheat straw.