



DICK HATTERMAN

General Manager at Cooperative Agricultural Producers, Inc. (CoAg)

Over 700 members

22 Locations from Kettle Falls to Grinnell

Elevators take in production from area farms and fields

Pulse processing facilities in Spokane, Fairfield, and Oakesdale

WASHINGTON AGRICULTURE

Washington's \$49 billion food and agriculture industry represents 13% of the state's economy.

Agriculture and food industries employ 160,000, including 40,000 in the food processing industry.

Washington's 39,500 farms and ranches produced crops and livestock valued at \$9.89 billion in 2012, a 6 percent gain from 2011.

Food and beverage processing industry sales surpass \$15 billion, led by King County with \$6.4 billion in food processing industry gross sales and 12,780 jobs. Six of the top 10 counties involved with food processing are located in Western Washington.

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- 5 of the 6 classes of wheat are raised in Washington
 - 89% of the nations Club Wheat is grown in Washington
- Whitman County has been the leading county for wheat production since 1978
- A leading area for malt and feed barley
- Pulse production
 - Peas
 - Lentils
 - Garbanzos

US WHITE WHEAT EXPORTS

DEST	2009/10	2010/11	2011/12	1012/13
ASIA	76%	70%	76%	74%
EGYPT	0%	11%	1%	5%
YEMEN	13%	10%	7%	10%
W. HEMISPHERE	8%	7%	14%	10%
OTHER	3%	2%	2%	2%





Washington Wheat Transportation Modes

% By Mode

Truck/Barge.....	55%
Rail/Barge.....	5%
Rail.....	22%
Truck to Final Market.....	1%
Truck to other elevators.....	15%
Other.....	2%

Anything that reduces our ability to execute either financially or operationally cost the Washington Ag Industry











**AG INDUSTRY IS CONSTANTLY
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- Export Facilities
- River Houses
- Local Elevators
- Rail Facilities

AG INDUSTRY IS CONSTANTLY WORKING ON IMPROVEMENT THROUGHOUT THE STATE

- Export Facilities Approaching \$1 Billion
- River Houses Approaching \$100 Million
- Local Elevators Over \$100 Million
- Rail Facilities Approaching \$100 Million

PRIVATE
INVESTMENT

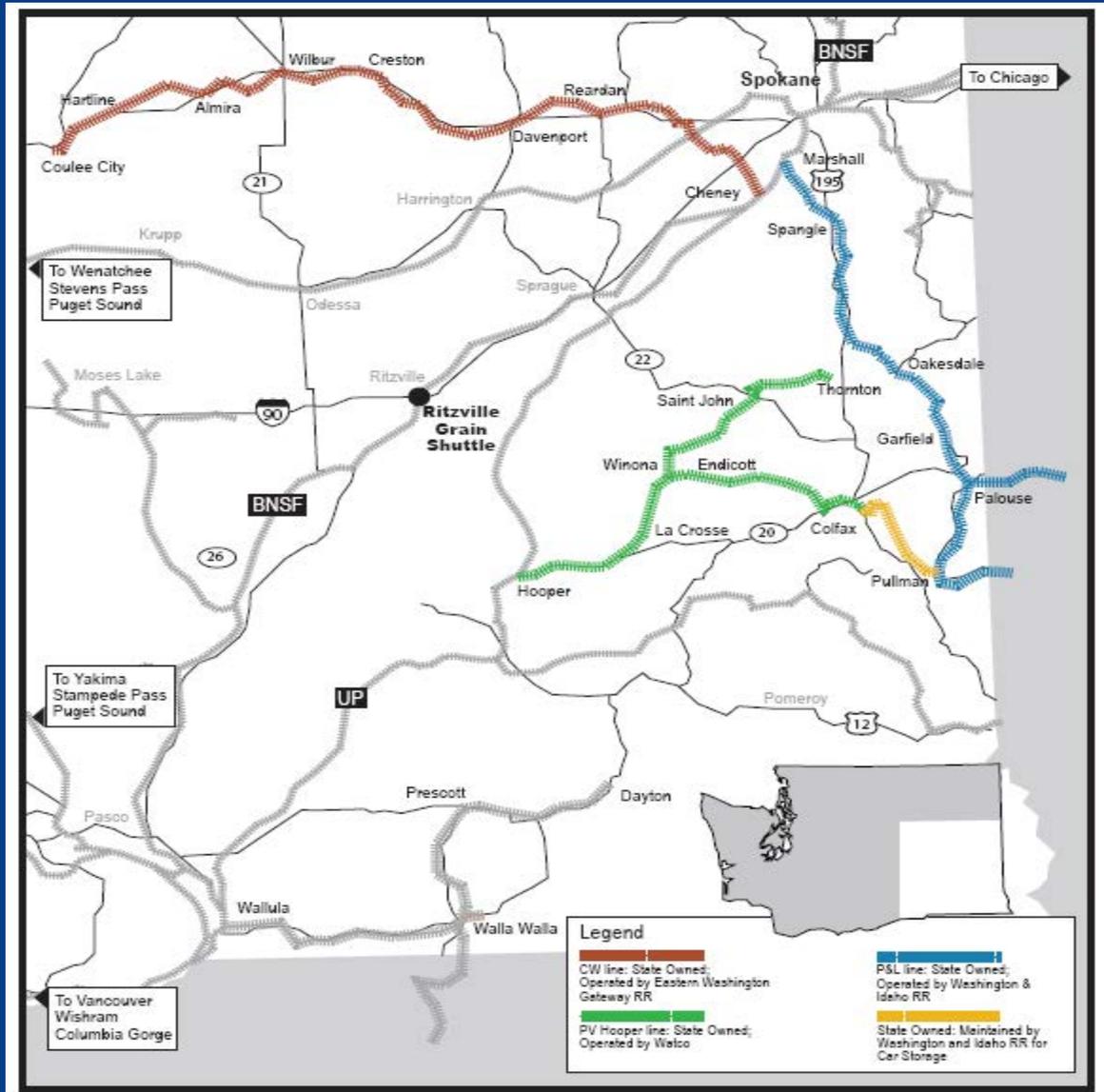


McCOY
GRAIN TERMINAL, LLC

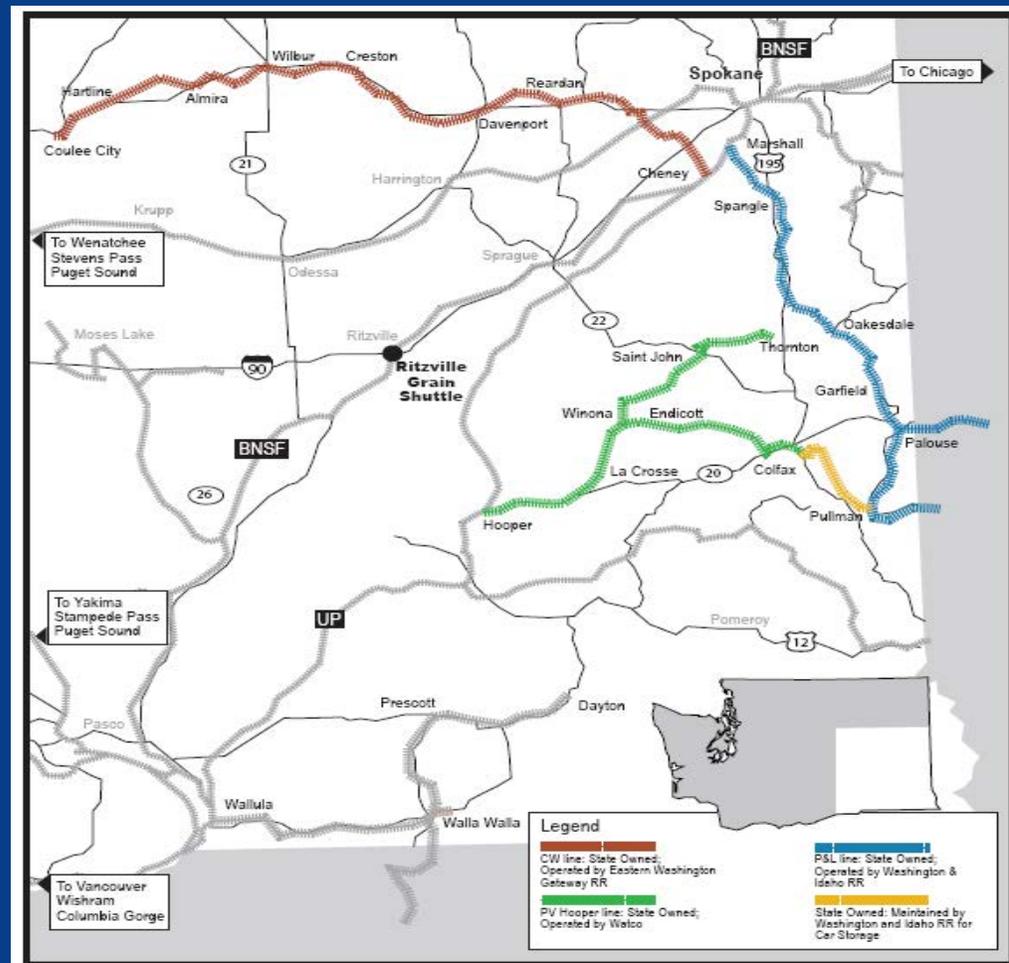


- Built by a partnership between CoAg and PNW
- 1400 member owners
- Initial investment of over \$17 million
- Additional investment of over \$5 million for additional storage





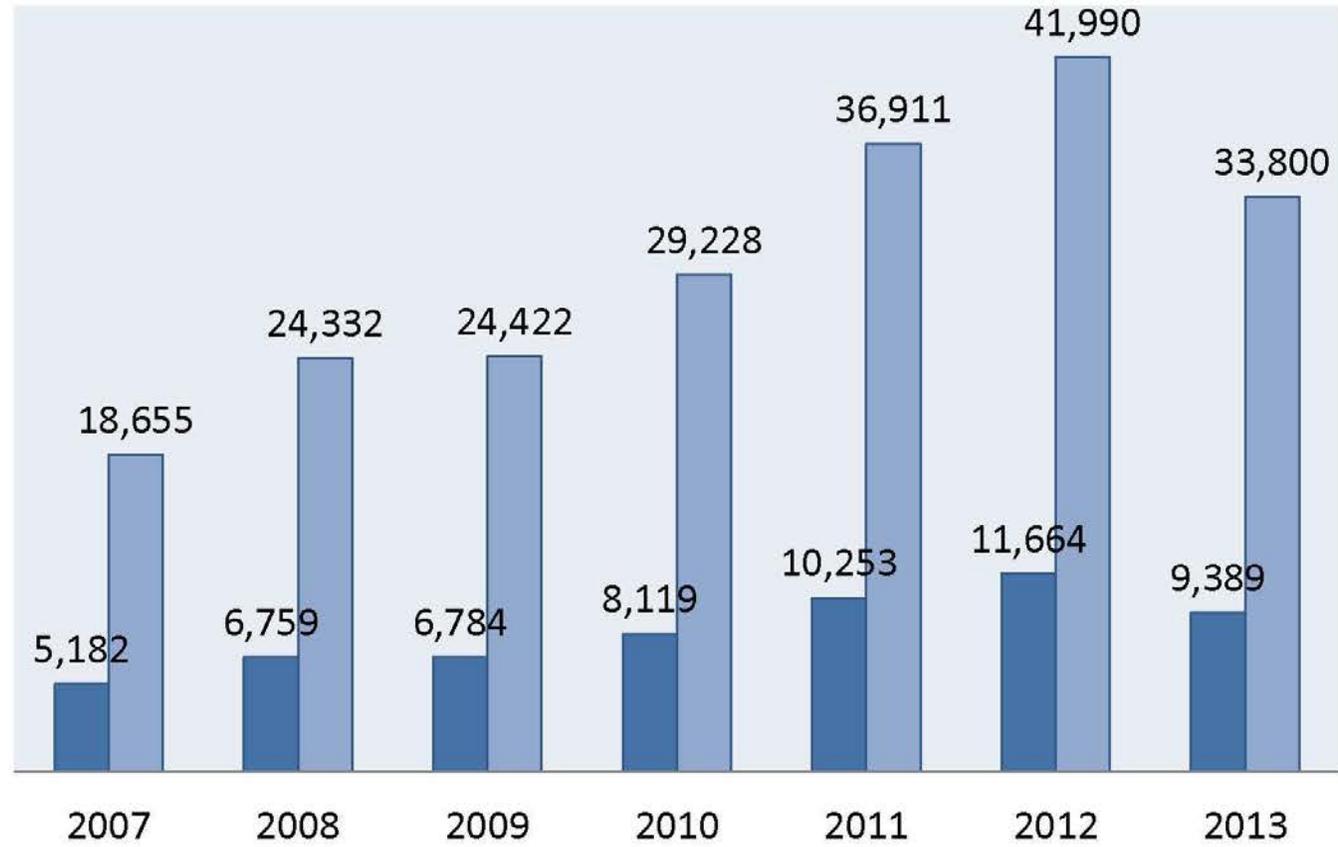
PCC RAIL SYSTEM



- Purchased by the State of Washington in 2006-07
- Rail Authority set up in 2008
- Operator Agreements put into place

Rail Car Shipments versus Trucks Removed from Roadways

■ Rail Cars ■ Trucks Trips





Washington State
Transportation Commission





Help Direct the Continued Upkeep and Improvement of
the State Transportation System



Help Direct the Continued Upkeep and Improvement of
the State Transportation System

It Will be an Investment in One of the Leading Industries
in the State of Washington

