

WELCOME TO WOLDGRAIN STORAGE

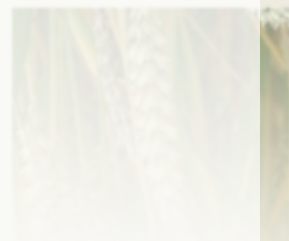


Department
for Environment
Food & Rural Affairs



This project is supported by the Rural Development Programme for England, for which Defra is the Managing authority, part financed by the European Agricultural Fund for Rural Development Europe investing in rural areas.





- Background Info
 - *Who?*
 - *What?*
 - *How?*
- Future Expansion plans
- Co-operative Storage Benefits?
- What can we offer you?
- Harvest Statistics.



Who are we ?

- Formed in 1980.
- Farmer owned grain storage co-operative.

Run by Farmers for Farmers.

Fred Myers - Chairman

Chris Baylis

Michael Anyan

Emma Bradley

Tom Marsden

Simon Christensen

Mark Worrell

John Burnett

Leverton Farms

Sir Richard Sutton Ltd

C & M Anyan Farms

G Brown (Sturton) Ltd

Green Lane Farm

Frontier Agriculture

Openfield Agriculture

Woldgrain Storage Ltd

- Originally 15,000 mt, now 90,000mt
- Originally 30 members, now 85.
(Furthest away Oakham, Rutland)



What do we do ?

- Alternative to on farm storage :

- As little **£75 - £90 mt** depending on tax relief

- Long term Storage :

- End of May
- High segregation levels, typically 20+.
- All grades of Wheat, Barley, Oats, Pulses & Oilseeds

- **WE STORE WHATEVER YOU GROW**

- Create added product value :

- Members pool grain for their mutual benefit
- Gain market carry
- Upgrade
- Blend
- Clean
- Colour Sorting
- No Rejections

£2 - £4 avg



DIVIDEND RETURN

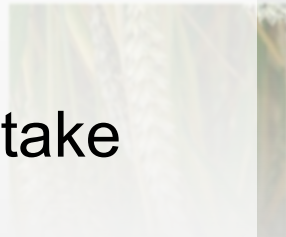
- Dividend returned from 2016 £170K
- £2/mt on all grades
- Average £2.28/mt over last 3 years
- 100% paid in Jan/Feb



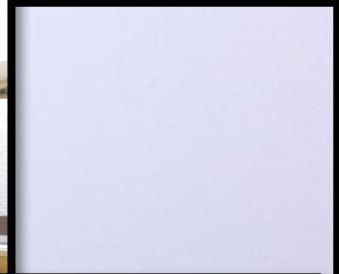
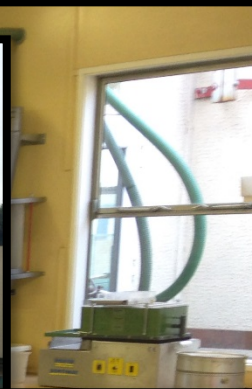
How does it work ?

- Members advise store of harvest intentions in early April
- Collections on 24hrs notice
- All loads weighed, tested & graded on intake against members accounts.
- Intake into Store
 - Cleaned and/or Colour Sorted
 - Dried
 - Blended on requirement
 - Vented and Temp controlled long term Storage

Job Done !



Old vs New



2014-15 Expansion



Expansion Highlights

- Weighbridges
- Dryer
- Intake Pit
- Control Room
- 25,000 mt Space
- Workshop & Stores



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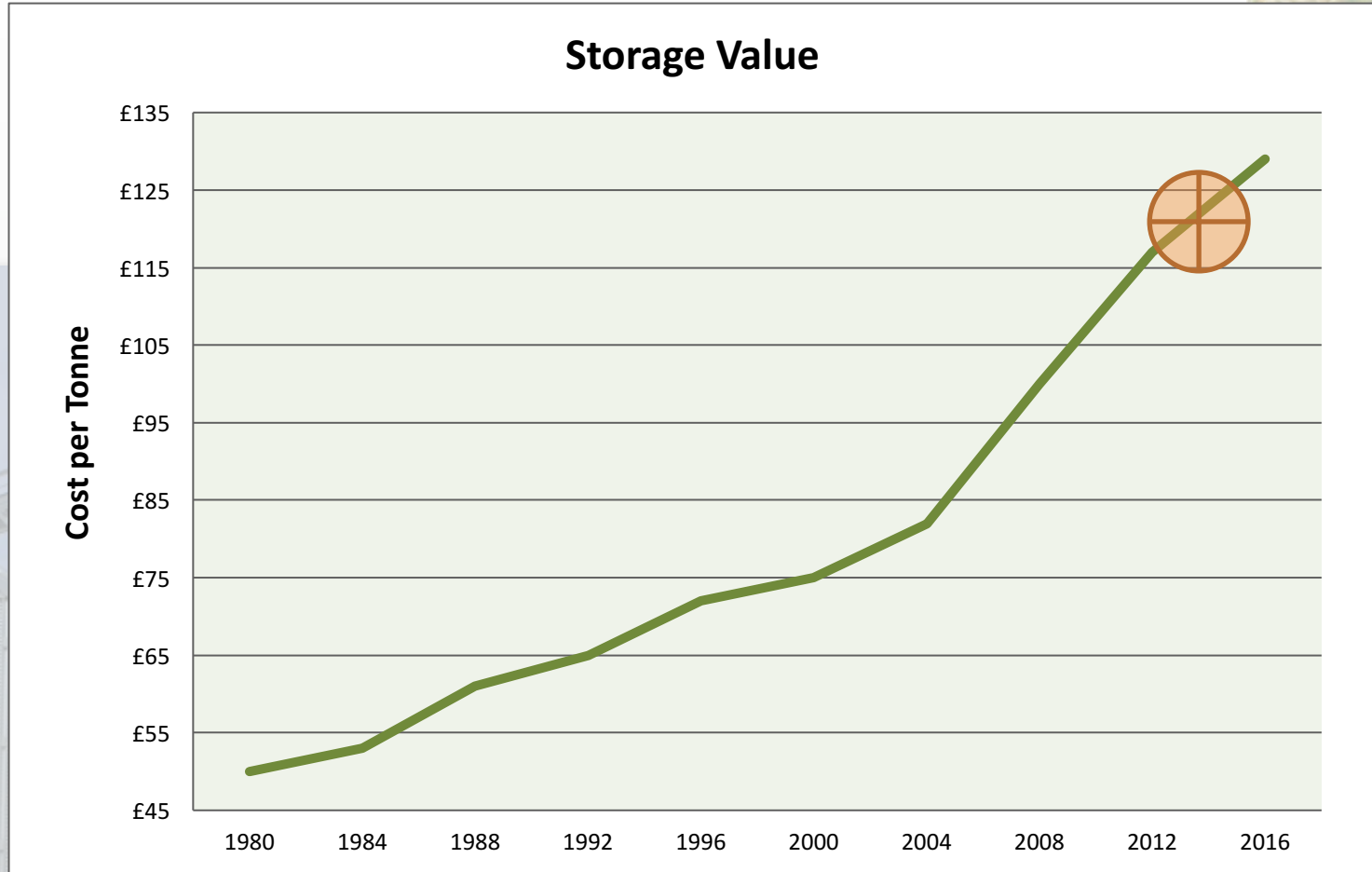
Storage Value



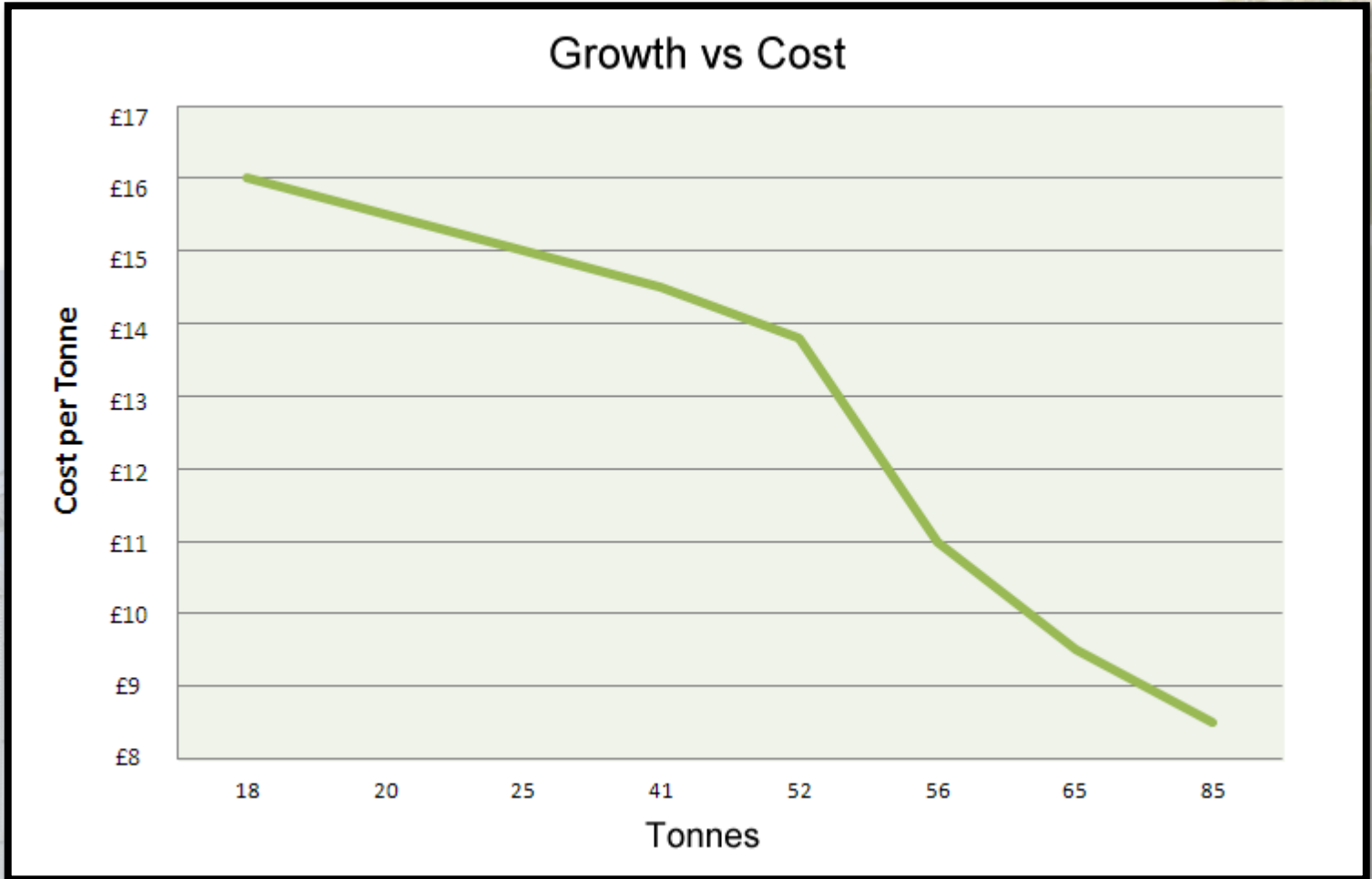
Payment of tonnage loan and service charges	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Tonnage Loan - £/t	40	40	40	40	40	40	40	40	40	40	40
Tonnage Loan repayments	-	-	-	-	-	-	-	(4)	(16)	(28)	(40)
	40	40	40	40	40	40	40	36	24	12	-
Tonnage	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Total of tonnage loan	40,000	40,000	40,000	40,000	40,000	40,000	40,000	36,000	24,000	12,000	-
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Service Charges (Cumulative) - £/t	-	12	24	36	48	60	72	84	96	108	120
	-	12	24	36	48	60	72	84	96	108	120
Tonnage	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Service charges	-	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Interest on borrowings @ 3.23%	-	2,584	2,196	1,809	1,421	1,034	646	258	-	-	-
Total charge	-	14,584	14,196	13,809	13,421	13,034	12,646	12,258	12,000	12,000	12,000
Tax relief - based on income tax & Class 4 NIC rate of 29%	-	(4,229)	(4,117)	(4,005)	(3,892)	(3,780)	(3,667)	(3,555)	(3,480)	(3,480)	(3,480)
Total charge net of tax relief	-	10,355	10,079	9,804	9,529	9,254	8,979	8,703	8,520	8,520	8,520
Total cost net of tax relief											92,263
Cost per tonne net of tax relief (including interest)											£ 92.26



Storage Value



Storage Value



Storage & Drying Charges

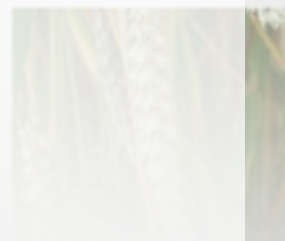
Including Transport !

<i>Charges</i>		<i>Charge Basis</i>	<i>Charge Period</i>
Total	£11.00		
Charge 1	£2.50	Entitlement	May
Charge 2	£7.00	Month end of Intake	Monthly
Charge 3	£1.50	Balancing charge	Jan/Feb



Storage & Drying Charges 2017

Drying Scales	Cereals	Malting	Oilseed	Beans
% Moisture		Barley		(taken by arrangement only)
9.1			£2.67	
9.6			£3.29	
10.1			£3.91	
10.6			£4.53	
11.1			£5.15	
11.6			£5.77	
12.1			£6.27	
12.6			£6.27	
13.1			£6.27	
13.6			£6.27	
14.1			£6.27	
14.6		£2.90	£6.27	
15.1		£3.53	£6.27	
15.6	£3.14	£4.16	£6.27	£3.78
16.1	£3.70	£4.77	£6.27	£4.89
16.6	£4.38	£5.39	£6.27	£6.09
17.1	£5.00	£6.03		£6.83
17.6	£5.63	£6.67		£8.04
18.1	£6.12	£7.18		£9.58
18.6	£6.12	£7.18		£10.58
19.1	£6.12	£7.18		£11.97
19.6	£6.12	£7.18		£13.63
20.1	£6.12	£7.18		£15.31
20.6	£6.12	£7.18		£16.99
21.1	£6.12	£7.18		£18.38
21.6	£6.12	£7.18		£19.25
22.1	£6.12	£7.18		£19.83
22.6	£6.12	£7.18		£20.46
23.1	£6.12	£7.18		£21.11
23.6	£6.12	£7.18		£21.79



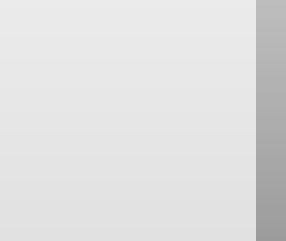
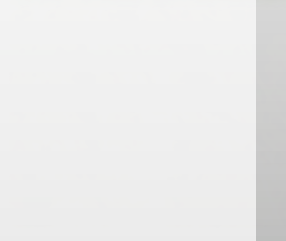
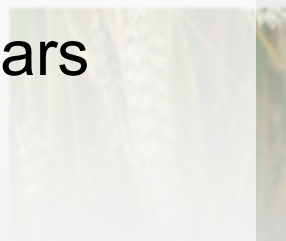
Annual Storage Charge

- What you get for your £11/mt :
 - Transport
 - Testing
 - Temperature Control
 - Storage through to May June
 - Plant Maintenance
 - Grain Storage Records
 - Comprehensive Insurance
 - Store Management



Summary

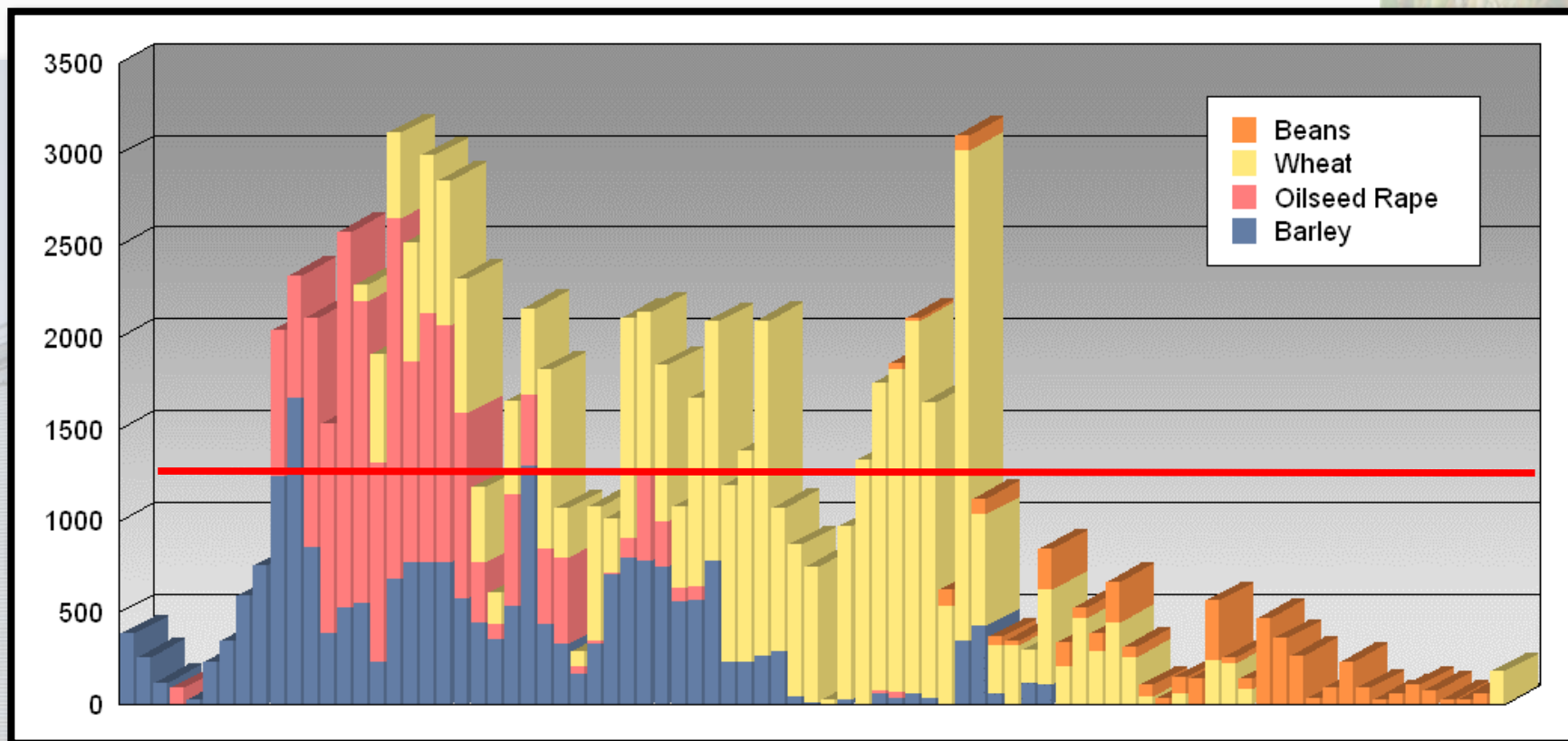
- Purchase price @ £120/tonne
- Initial deposit of £40/tonne
- You pay nett : £80 tonne spread over 10 years e.g. £11/mt pa.
- After Tax as low as £75 /tonne
- Appreciating asset
- Buying into an established asset
- Annual added value
- Low annual storage charge



Harvest 2017



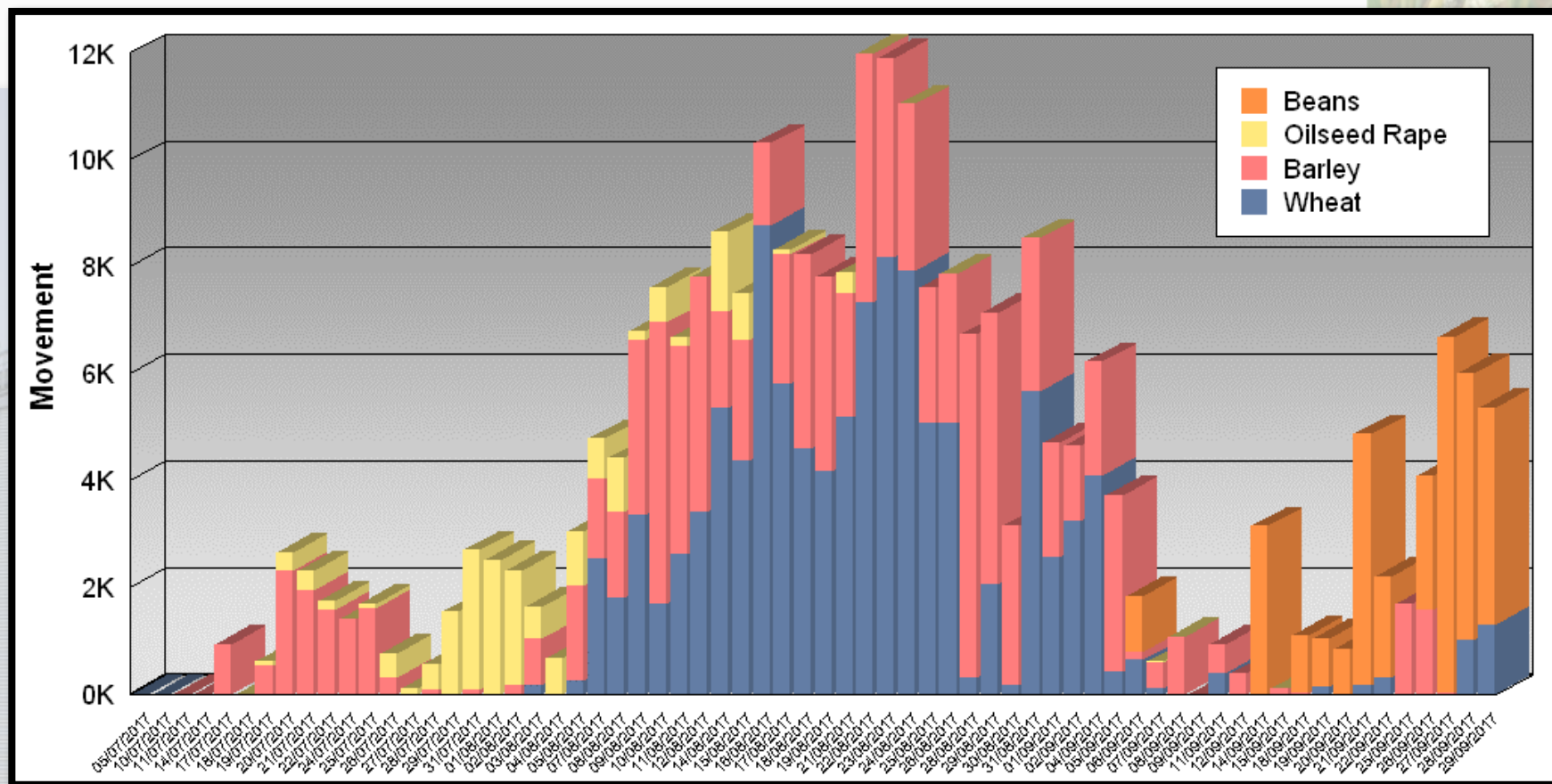
- Daily Intake in tonnage by commodity
*Avg **1,203** mt per day over 64 days = 77,000 mt*



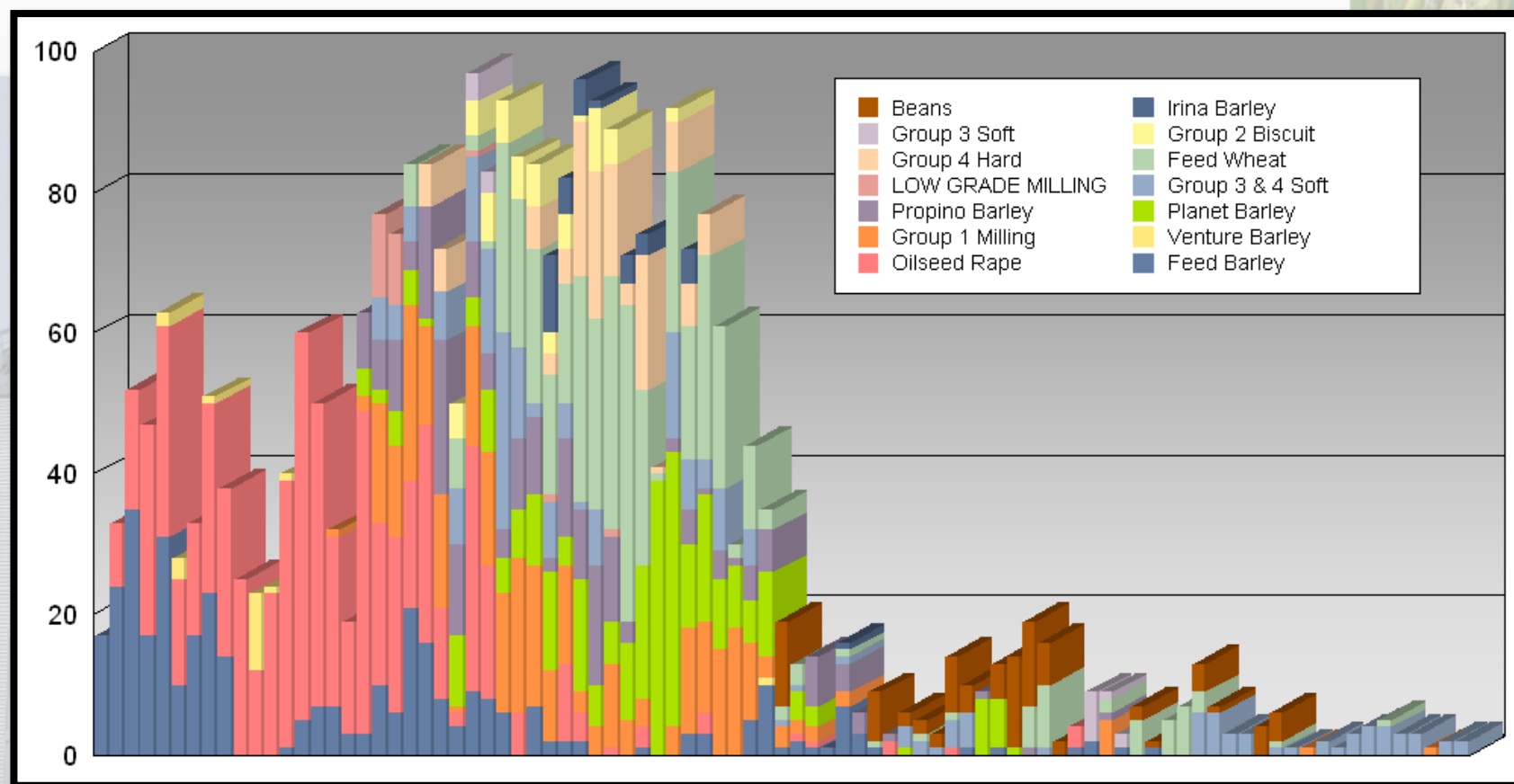
Harvest 2017



- Daily drying revenue ,Total £ 281,173 @ avg £3.65/mt

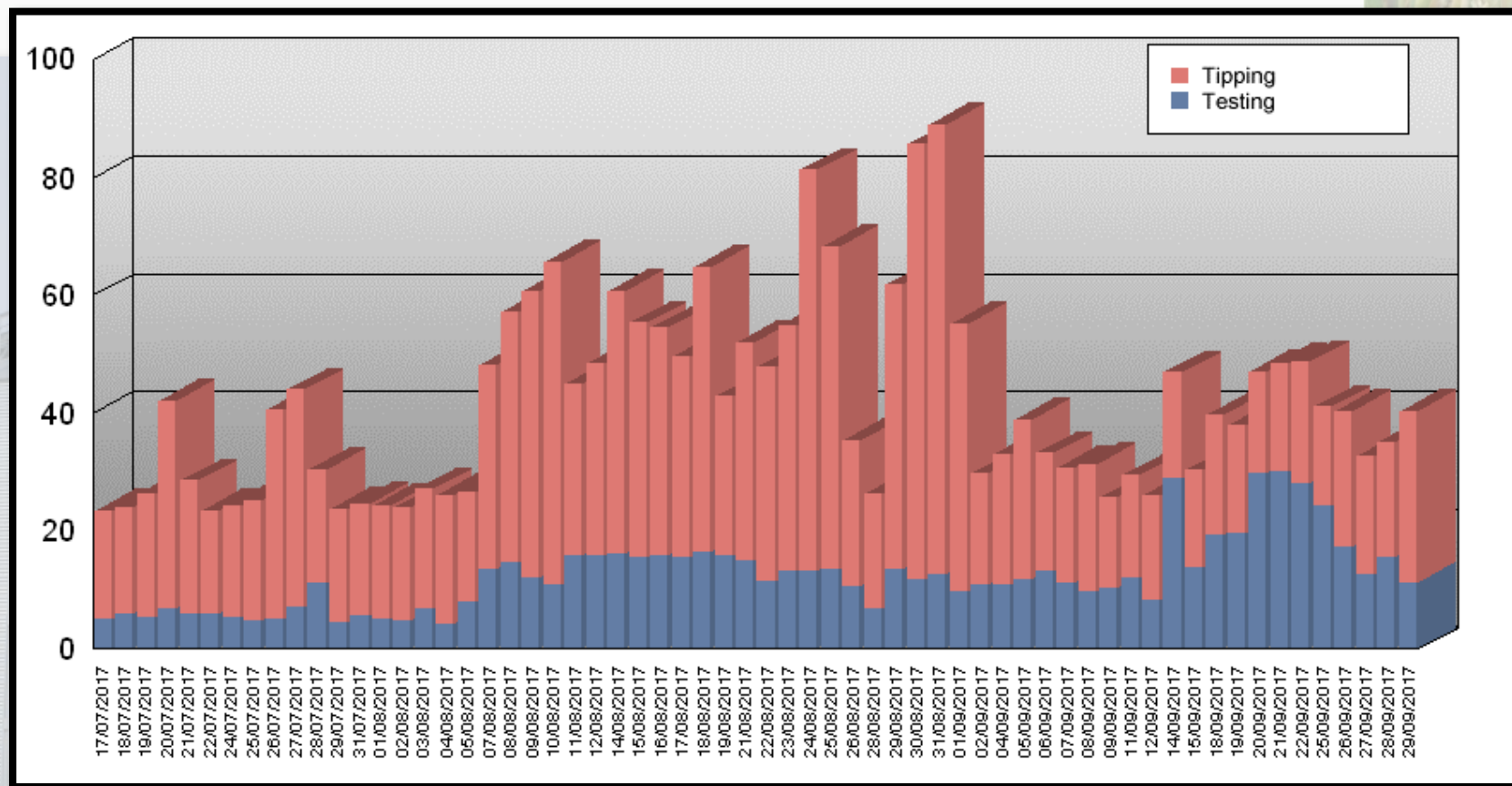


- Daily Intake in loads by Class
14 main class segregations this year

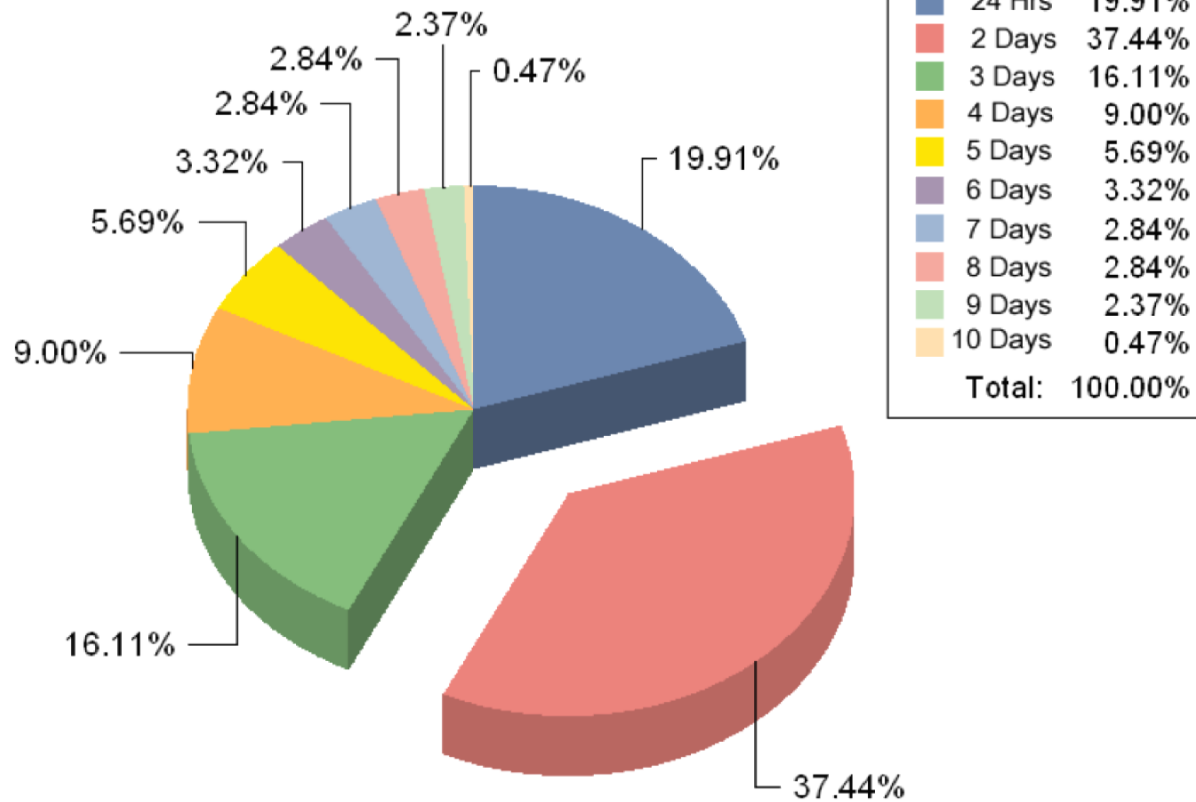


Harvest 2017

- Average Daily Intake in minutes
11:25 - Testing 36:45 -Tipping = 48:10 On site



● Waiting time in Days



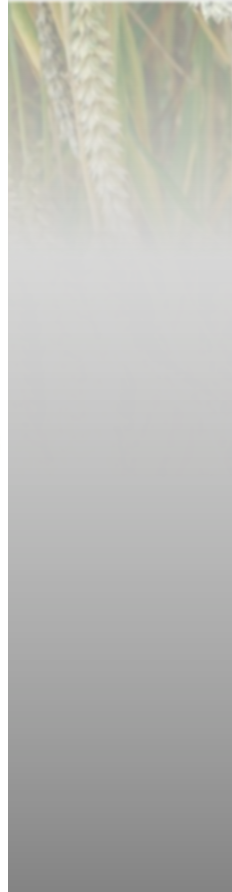
Intake Capability

- Intake Speed = **9,000mt over 12hrs**
 - 3 Intake pits @ 250 tph = 750 tph
- In Operation = **5,220mt over 12hrs**
 - 12 mins to tip a load
 - 5 loads per hour
 - 15 loads per hour for the 3 pits
 - 180 loads over 12 hour day
- Projected harvest peak = **3,625mt @ 125 loads**
Average daily intake level of 60 loads
- Intake bin capacity 4,000 mt



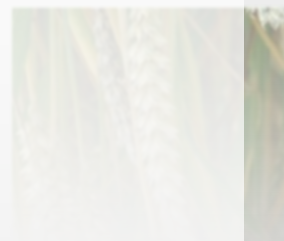
Colour Sorter

- Removing Ergot
- 25-30 mt/hr
- Low charges to members £3-5/mt
- Human Consumption Beans



Computer Systems Development

- Bar-coding technology.
- Logistics software.
- Live data for Members & data streaming from Marketing Partners.
- Increased efficiency.
- Reduced manual inputs.
- Time saving.
- Faster truck turn round.
- Reduced staff costs.
- Traffic flow management.



What we can offer

- Dedicated Growers, Specified Varieties
- Full Traceability of Supply
- Flexible J.I.T. Deliveries
- Pre-cleaned & Fine-cleaned
- Dried, Ventilated & Temperature Controlled
- Colour Sorted
- Full Lab Analysis Including:
 - Moisture, Protein, Bushelweight, Hagberg, DON, Ochra
 - Germination Viability Testing
- **Vendor Assurance Certificate**



- Chairman - **Tom Marsden**

- Aims & Objectives

- *To promote Woldgrain.*
- *Look for opportunities to add value to crops.*

- Through :

- *Discussions with end users.*
- *Our marketing partners develop value added streams.*
- *Open, frank dialogue with our marketing partners.*

- Marketing Partners



United Oilseeds



Openfield™



A surcharge may be applied to any tonnage traded by members with non-marketing partners.

5 YEAR PLAN 2010 - 2015

- Growth to 86,000 mt
- Repair and restore Balance Sheet
- Reduce annual store charge
- 931k Increase added value to Members
- Board strategic review in May for next 5 Year Plan



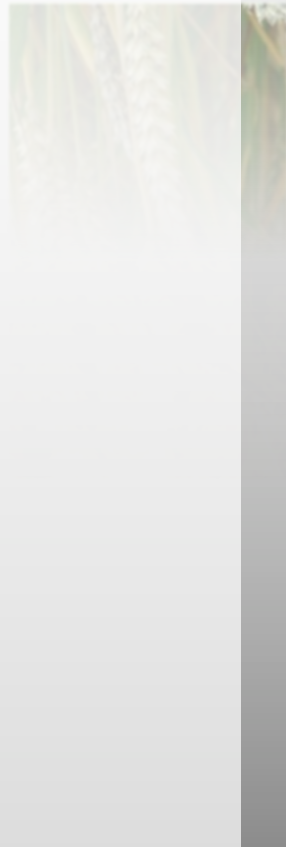
4/5 Year Plan

		2016	2017	2018	2019	2020
1	Buy more land		1.5 acres		4 acres	
2	Expand Storage		20 (silos)		25 (Flat)	20 (off-site)
3	Two year pool Over- yearing Capped Drying		X	X	X	X
4	Buy in & Blend		X	X	X	X
5	Bean Containers				X	X
6	Forward Position		X	X	X	X
7	Varietal advice to members		X	X	X	X
8	Market research	X	X	X	X	X
9	More Vendor assurance	X	X	X	X	X
10	Ongoing Staff training & development	X	X	X	X	X
11	New contracts for members			X	X	X
12	Re-branding New infrastructure Appraisal of waste & energy			X X X		
13	Cost savings	X	X	X	X	£9/mt charges £2/mt return

The Strategic Plan for the Area

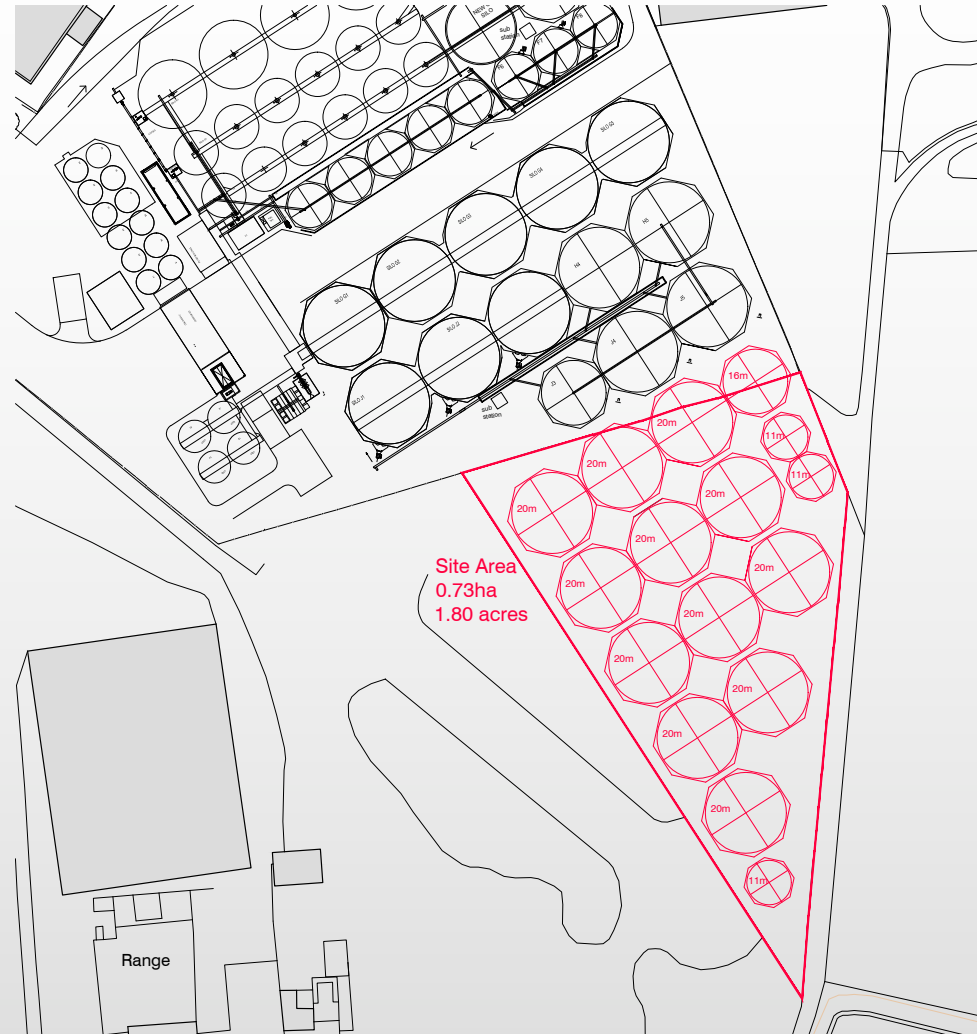
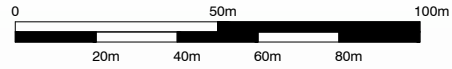


The Masterplan for the Area



The Masterplan for the Area

Scale Bar 1:1000



The Strategic Plan Delivery Team

**John
Dan
Garry
Fred**



- Meet Regularly
- Feedback to interested Board Members – Monthly?
- **Create**

*High Level Project Plan
Financial Model
Communication Strategy
Engagement
Timescales
Risk Analysis*

- **Project Approval**

