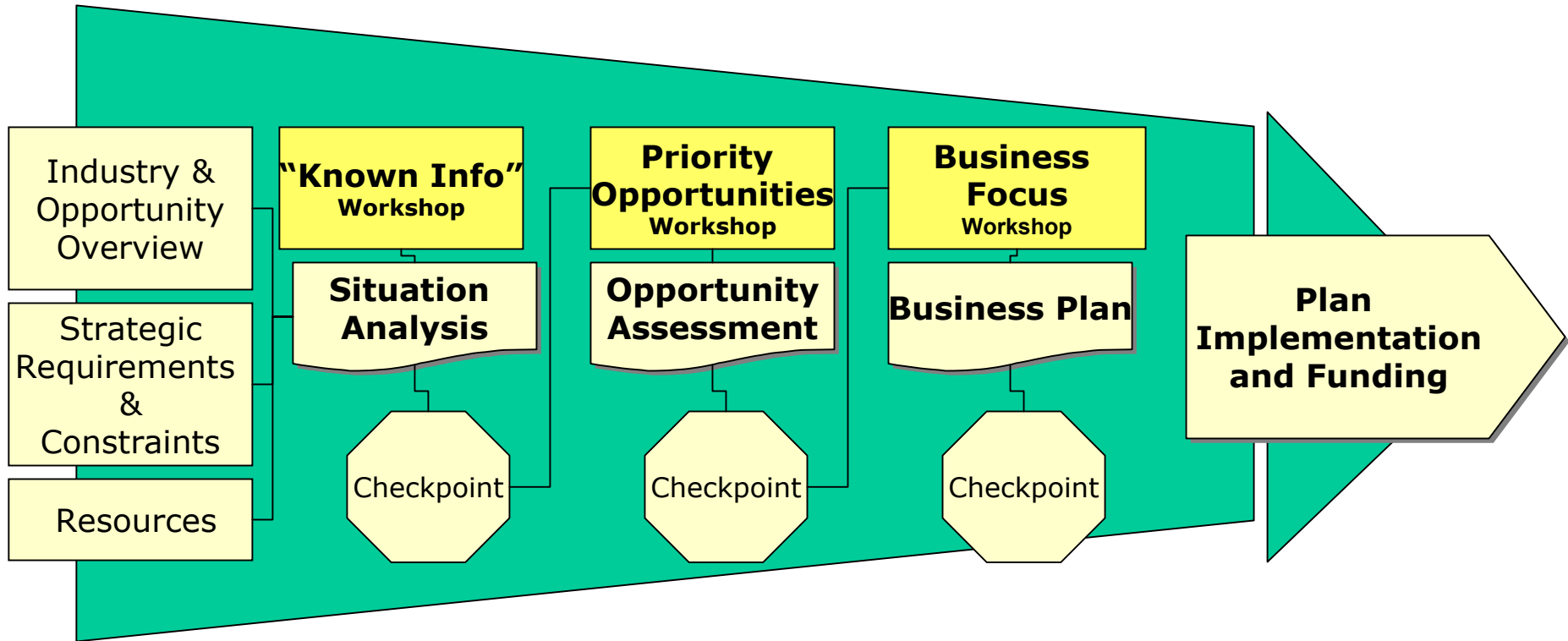


Executive Summary

- **“There is a ‘there’ there...”**
- **Financially-attractive opportunities for added-value products are developing with confidence over the next 24-36 months.**
- **Highest value opportunities:**
 - ◆ **Biolubricants**
 - ◆ **Soil amendments**
 - ◆ **Niche food products**
- **Key to success: “Look before you leap”**
 - ◆ **i.e., connect with your market before investment**

Refined Process: “Growers’ Lighthouse”



Phase 1

Comprehensive Industry and opportunity “Situation Analysis”

Phase 2

Investigate
Select Target Opportunities

Phase 3

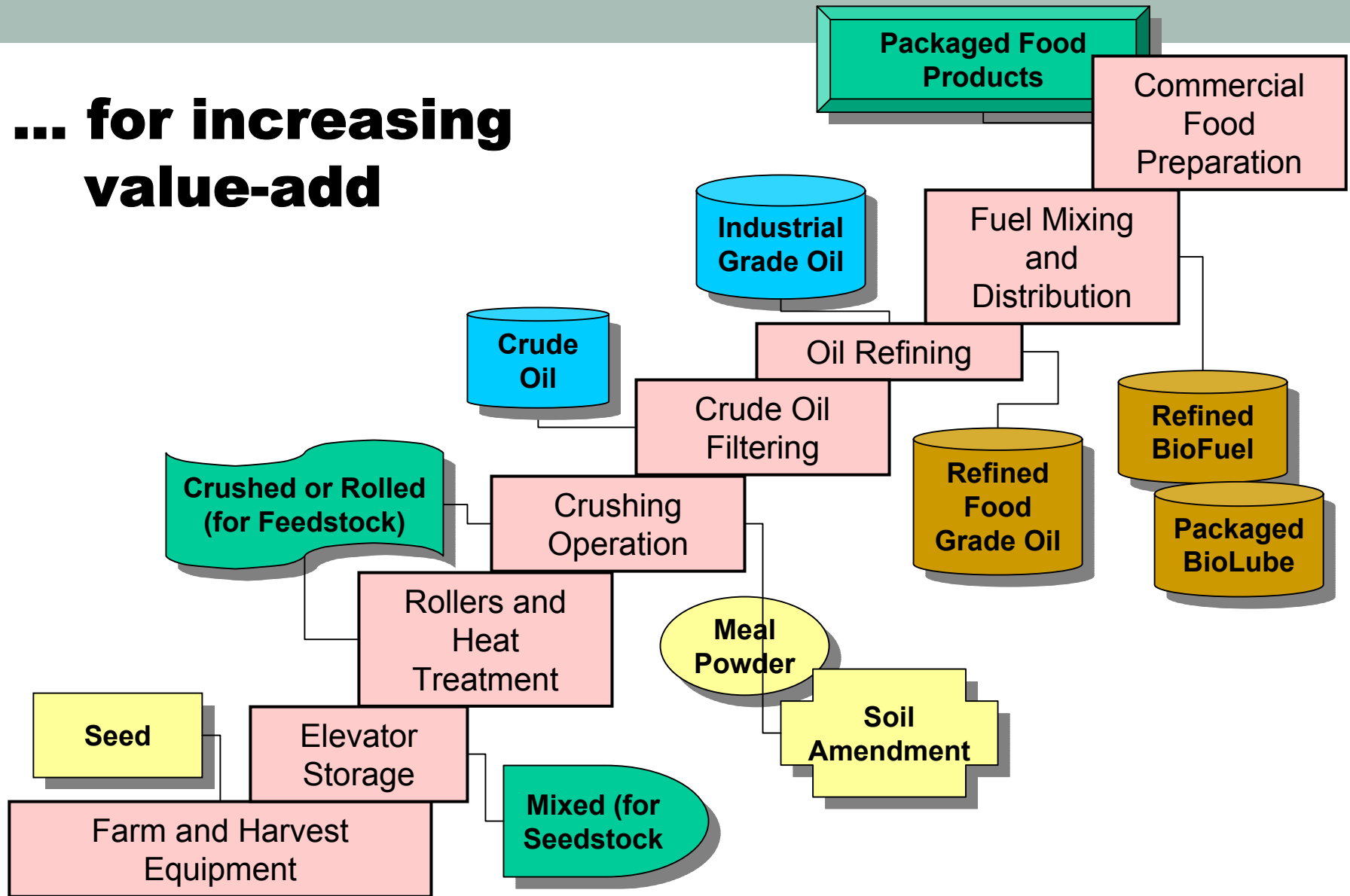
Document Business Plan

Phase 4

Review Plan and Implementation
Finalize Action Plan

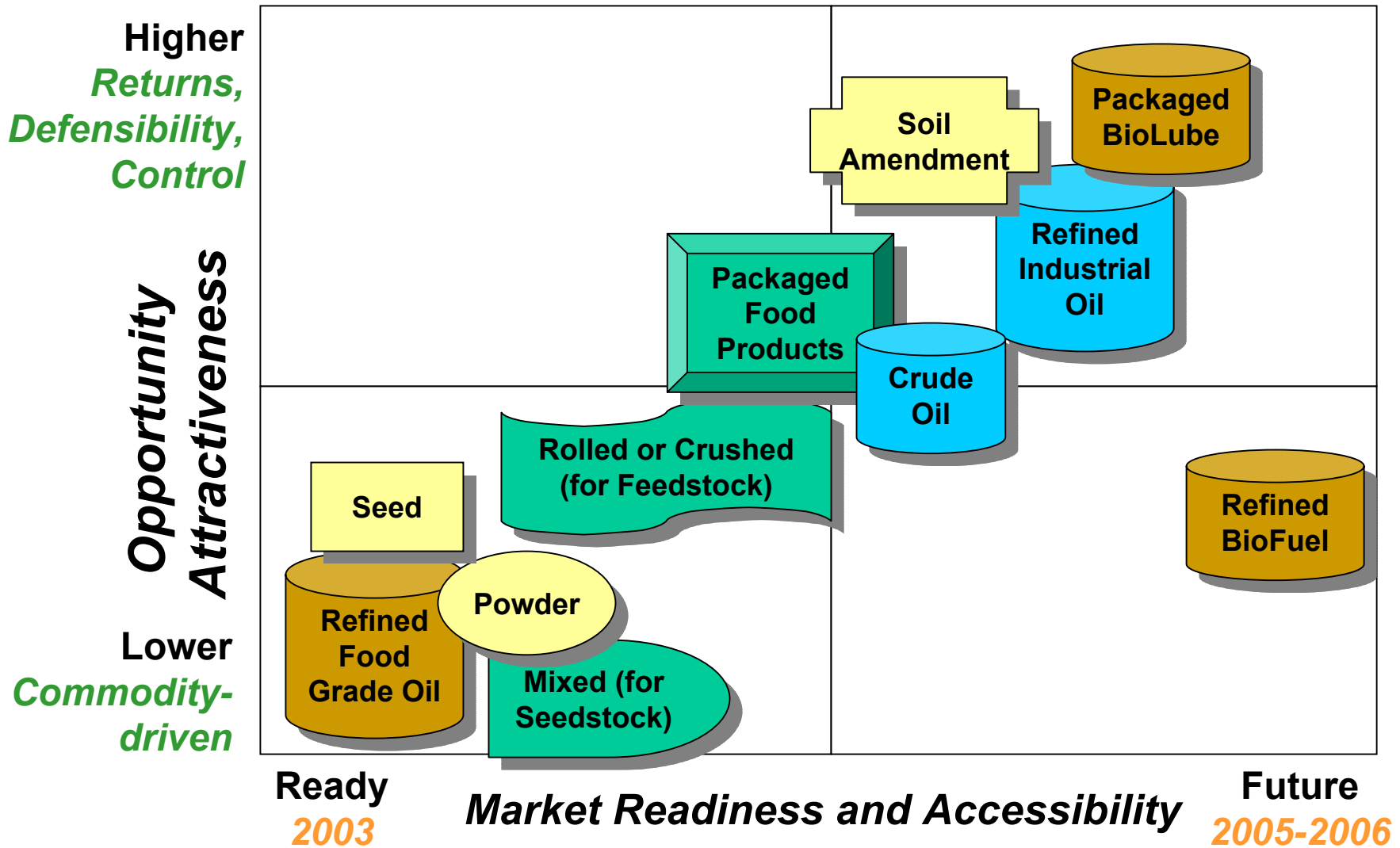
Infrastructure needs...

... for increasing value-add



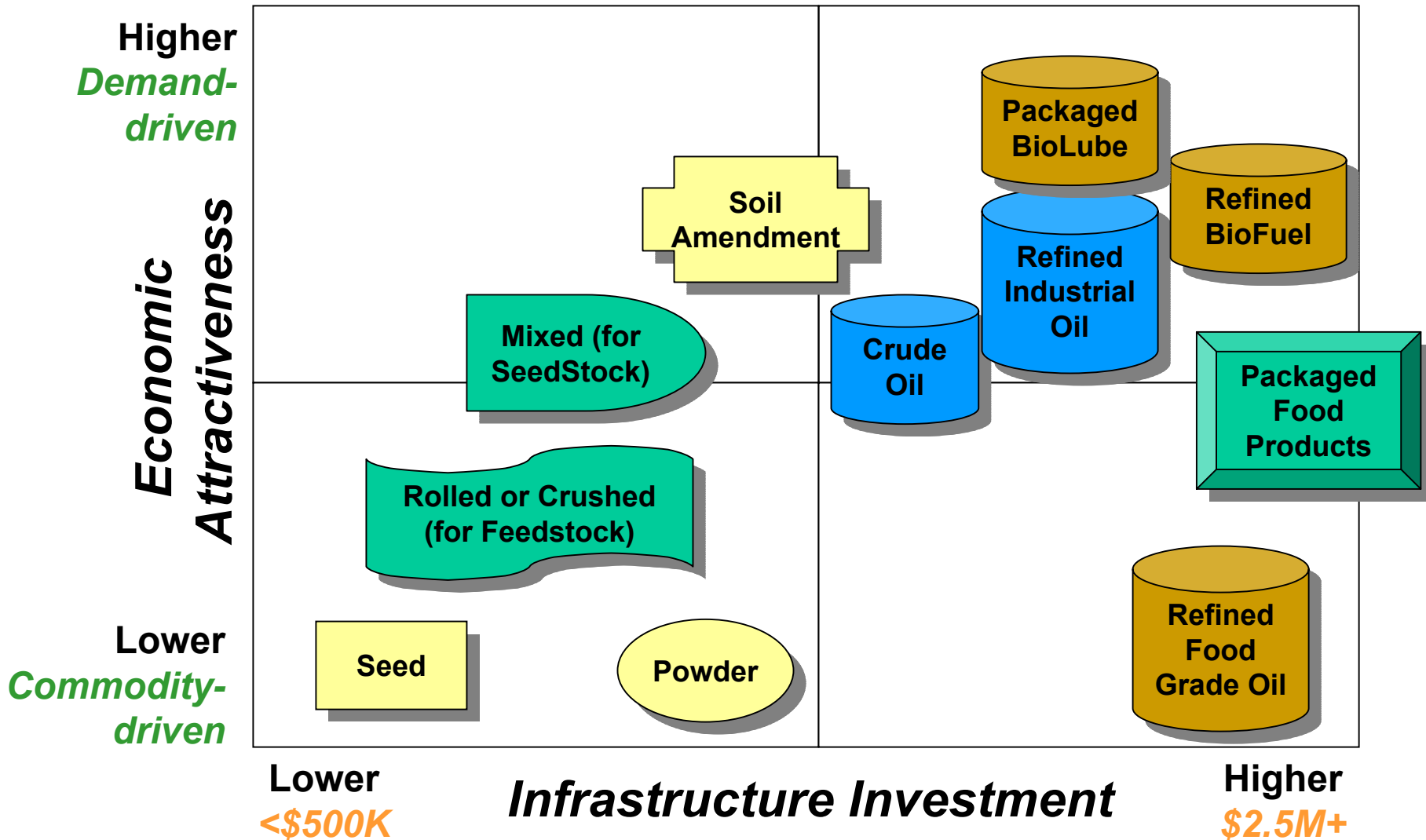
Opportunity Assessment

Relative to Market Availability



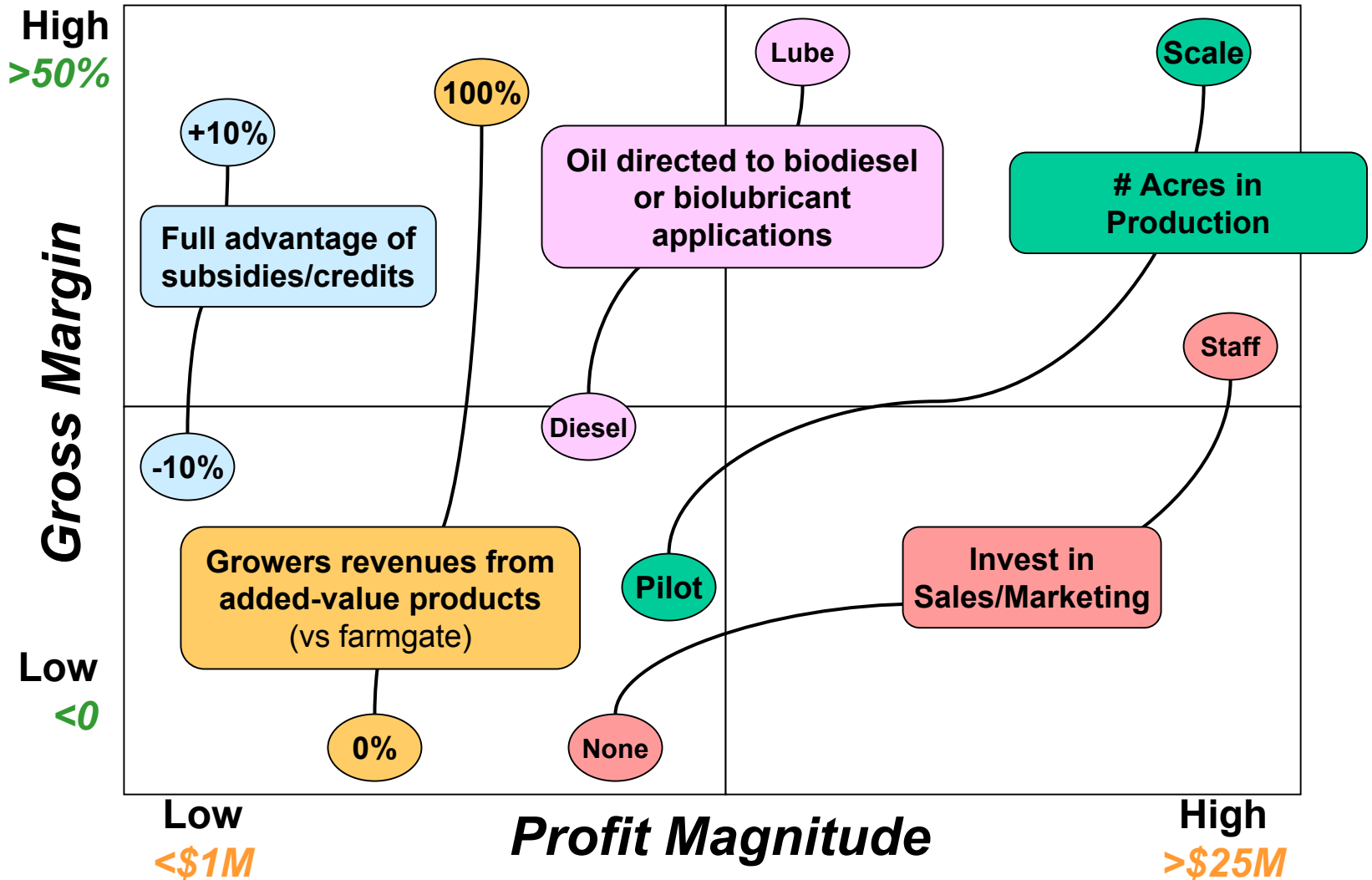
Financial Opportunity

Relative to Infrastructure Investment



Key Factors

Influencing Margins and Magnitude

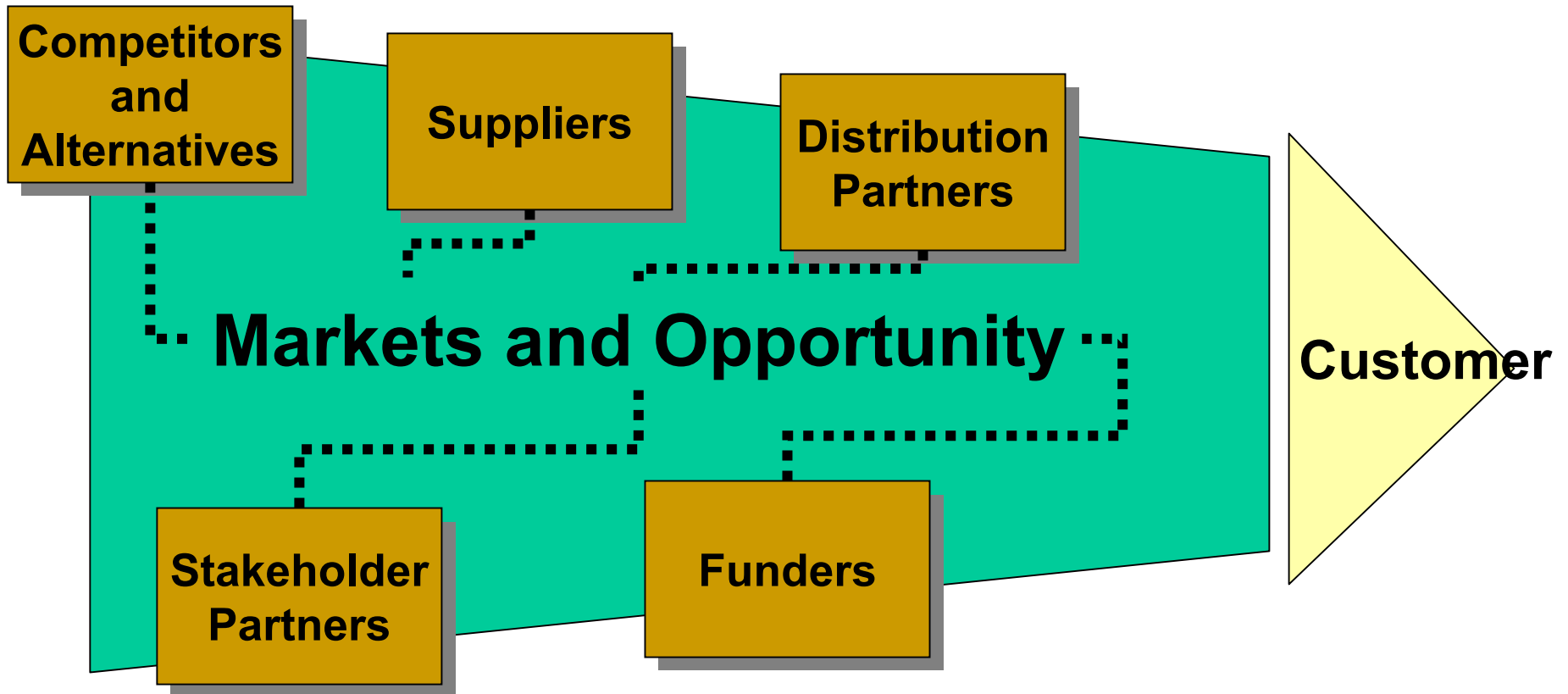


Qualitative and Quantitative Scoring...

	Opportunity 1	Opportunity 2	Opportunity 3	Opportunity 4	Opportunity 5	Opportunity 6	Opportunity 7	Opportunity 8
Control over price	Negative	Poor	Cautionary	Cautionary	Poor	Poor	Cautionary	Fair
Market readiness	Positive	Cautionary	Cautionary	Poor	Negative	Poor	Fair	Cautionary
Access to Markets	Cautionary	Positive	Fair	Fair	Fair	Cautionary	Cautionary	Positive
Capital investment	Positive	Positive	Positive	Cautionary	Negative	Fair	Cautionary	Positive
Operations cost	Positive	Positive	Positive	Poor	Cautionary	Fair	Fair	Positive
Profitability	Cautionary	Cautionary	Poor	Cautionary	Cautionary	Cautionary	Cautionary	Positive
Regional advantage	Negative	Fair	Cautionary	Cautionary	Poor	Poor	Fair	Positive
Partners	Positive	Fair	Fair	Fair	Poor	Poor	Fair	Cautionary
Risk Assessment	Fair	Fair	Cautionary	Poor	Negative	Poor	Cautionary	Fair
Summary:	Fair	Fair	Cautionary	Cautionary	Poor	Poor	Cautionary	Positive

 Positive	 Fair	 Cautionary	 Poor	 Negative
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Connect the Dots...



Phase 1

Situation
Analysis

Phase 2

Select Target
Opportunities

Phase 3

Business Plan

Phase 4

Finalize
Action Plan

Next Steps?

Connect the Dots!



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Appendix

Need for Nearer Crush Facility...

