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# Ethanol Plants Receiving Producer Payments From the State of Minnesota

2008 Report

February 15, 2008 (revised)

Minnesota Department of Agriculture

## Ethanol Plants Receiving Producer Payments From the State of Minnesota

#### 2008 Report

This report is submitted in fulfillment of the statutory requirement in section 41A.09, which states:

Not later than the 15<sup>th</sup> day of February in each year the commissioner shall deliver to the chairs of the standing committees of the senate and the house of representatives that deal with agricultural policy and agricultural finance issues an annual report summarizing aggregated data from plants receiving payments under this section during the preceding calendar year. Audited financial statements and notes and disclosure statements submitted to the commissioner are nonpublic data under section 13.02, subdivision 9. Notwithstanding the provisions of chapter 13 relating to nonpublic data, summaries of the submitted audited financial reports and notes and disclosure statements will be contained in the report to the committee chairs and will be public data.

Thirteen ethanol plants received producer payments and/or deficiency payments from the State of Minnesota in calendar year 2007. These plants are:

Agra-Resources Co-op; POET Glenville East (Albert Lea),

Agri-Energy, LLC (Luverne),

Al-Corn Clean Fuel Limited Partnership (Claremont),

Central Mn Ethanol Co-op (Little Falls),

Chippewa Valley Ethanol Company, LLLP (Benson),

CornPlus, LLLP (Winnebago),

Diversified Energy Co., LLC (Morris),

Ethanol 2000, LLP; POET Bingham Lake (Bingham Lake),

Gopher State Ethanol, LLC (St. Paul),

Heartland Corn Products (Winthrop),

Melrose Dairy Proteins, LLC (Melrose),

Minnesota Energy (Buffalo Lake) and

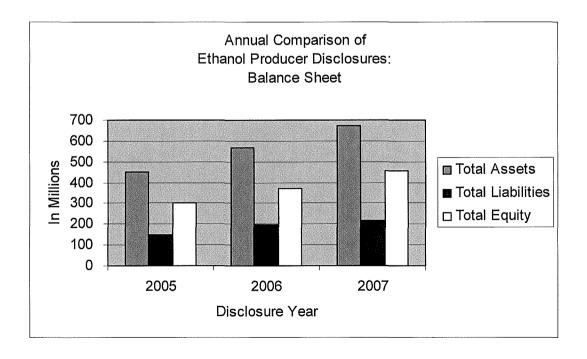
Pro-Corn, LLC; POET Preston (Preston).

This report aggregates data from twelve of the thirteen producer plants into a financial section, a statistical section and percentage of ownership section. Gopher State Ethanol, LLC (St. Paul) is not included in the aggregate data since it is no longer a producer.

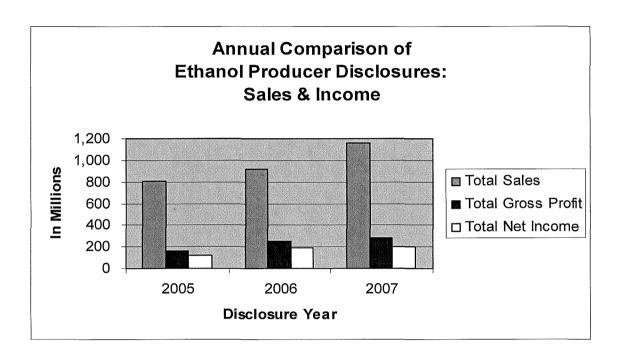
#### FINANCIAL SECTION:

The financial section presents the aggregate comparative Balance Sheet and Statement of Income for 2007 and 2006. This aggregate financial information is the total of all twelve entities presented for 2007 and 2006, the increase or decrease between these years, and the average of the twelve entities.

In summary, the Balance Sheet presents aggregate producer total assets for 2007 of \$673,236,075, an increase of \$107,616,403 from the 2006 aggregate total assets of \$565,619,672. The aggregate total liabilities for 2007 are \$216,246,898, an increase of \$20,729,900 from the 2006 aggregate total liabilities of \$195,516,998. The aggregate total equity for 2007 is \$456,989,177, an increase of \$86,886,503 from the 2006 aggregate total equity of \$370,102,674.



The Statement of Income shows aggregate total sales for 2007 of \$1,160,019,719, an increase of \$241,717,894 from the 2006 aggregate total sales of \$918,301,825. The aggregate total gross profit for 2007 is \$278,737,950, an increase of \$22,706,141 from the 2006 aggregate total gross profit of \$256,031,809. The aggregate total net income for 2007 is \$203,564,623, an increase of \$8,092,691 from the 2006 aggregate total net income of \$195,471,932.



#### STATISTICAL SECTION:

The statistical section presents current year and comparison summary information including: revenues, sales, profits, government incentives, patronage dividends, interest expense, etc. The resulting ratios include ratios of liquidity, leverage, activity and profitability. As with the financial data information, the presentation is the same with the aggregate total and the average of all twelve entities. Aggregate government incentives for 2007 total \$15,547,947 which is a decrease of \$3,160,712 from the 2006 incentives of \$18,708,659. The decrease was due to the State of

Minnesota reduction of \$2,490,451 and the Federal Bio-Program reduction of \$670,261. The 2007 aggregate government incentives provided by the State of Minnesota are \$15,445,300 and the CCC Bio-Energy program provided \$102,647.

#### **OWNERSHIP SECTION:**

The percentage of ownership section presents aggregate producer disclosure on ethanol producer plant entity ownership. This data is presented based on overall ownership type and M.S. 500.24 defined farmer ownership.

#### For 2007:

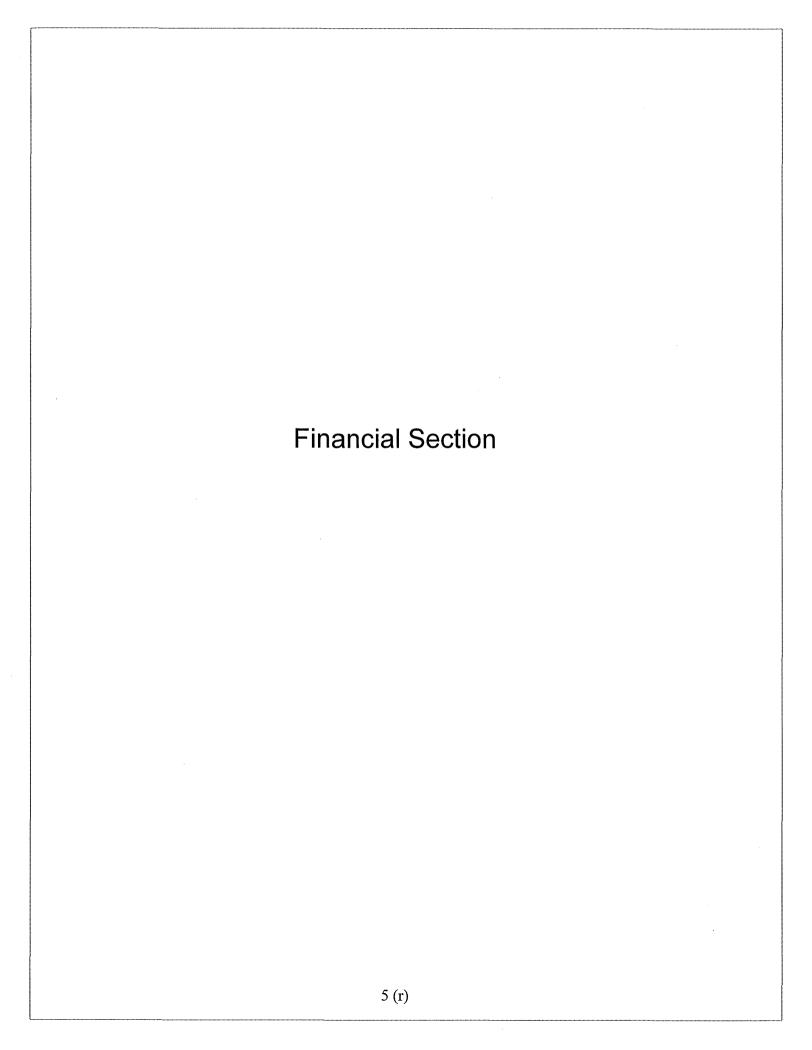
Overall ownership of the producer plants for 2007 was: 36% by individuals with less than 10% ownership, 49% by cooperatives, 4% by corporations and 11% by LLCs.

Ownership by farmers or other entities eligible to farm or own agricultural land in Minnesota as defined in M.S. 500.24 for 2007 totaled approximately 55%: approximately 25% by farmers with less than 10% direct ownership and approximately 30% by farmers through membership in cooperatives.

#### For 2006:

Overall ownership of the producer plants for 2006 was: 44% by individuals with less than 10% ownership, 49% by cooperatives, 4% by corporations and 2% by LLCs.

Ownership by farmers or other entities eligible to farm or own agricultural land in Minnesota as defined in M.S. 500.24 for 2006 totaled approximately 61%: approximately 30% by farmers with less than 10% direct ownership and approximately 31% by farmers through membership in cooperatives.



### Minnesota Department of Agriculture Balance Sheet Summary Data

Comparision of 2007 & 2006 Ethanol Producer Disclosures

Ethanol Report: February 15, 2008

		2007		2006	Increase (Decrease)		Current Year Average Ethanol Producer	
<u>Assets</u>								
Current								
Cash	\$	71,059,152	\$	62,138,873	\$	8,920,279	\$	5,921,596
Accounts Receivable		65,177,447		70,197,743		(5,020,296)		5,431,454
Inventory		49,903,429		34,950,606		14,952,823		4,158,619
Other		31,939,042		24,140,129		7,798,913		2,661,587
Total Current Assets		218,079,070		191,427,351		26,651,719		18,173,256
Investments								
In Coops		5,193,639		4,739,757		453,882		432,803
Other		42,994,185		17,603,641		25,390,544		3,582,849
Total Investments		48,187,824		22,343,398		25,844,426		4,015,652
Fixed Assets								
Land		15,942,964		14,484,698		1,458,266		1,328,580
Plant & Equipment		596,695,824		527,006,620		69,689,204		49,724,652
Accumulated Depreciation		(235,263,716)		(193,473,909)		(41,789,807)		(19,605,310)
Total Fixed Assets		377,375,072		348,017,409		29,357,663		31,447,923
Other Assets								
Financing Costs		1,648,860		806,130		842,730		137,405
Other		27,945,249		3,025,384		24,919,865		2,328,771
Total Other Assets		29,594,109		3,831,514		25,762,595		2,466,176
Total Assets	\$	673,236,075	\$	565,619,672	\$	107,616,403	\$	56,103,006
Liabilities	_				•			
Current								
Accounts Payable	\$	59,926,762	\$	51,979,583	\$	7,947,179	\$	4,993,897
Current Portion Long-Term Debt	Ψ	16,708,756	4	19,632,417	4	(2,923,661)	4	1,392,396
Earnings Distribution		27,787,906		26,652,722		1,135,184		2,315,659
Other		16,505,013		15,146,189		1,358,824		1,375,418
Total Current Liabilities		120,928,437		113,410,911		7,517,526		10,077,370
Long-Term		120/320/10/		220/120/522		,,02,,020		20,0,,,0,0
_		92,131,126		80,907,692		11,223,434		7,677,594
Long-Term Debt				1,198,395		1,988,940		265,611
Other Long Term Liabilities  Total Long Term Liabilities		3,187,335		82,106,087		13,212,374		7,943,205
	_	95,318,461		195,516,998		20,729,900		18,020,575
Total Liabilities		216,246,898		195,510,998		20,729,900		18,020,575
<b>Equity</b> Cooperative		134,836,676		105,884,873		28,951,803		11,236,390
						• •		17,523,316
Other		210,279,789		171,868,027 92,349,774		38,411,762		9,322,726
Undistributed		111,872,712 456,989,177		370,102,674		19,522,938 86,886,503		38,082,431
• •	-							
Total Liabilities & Equity	\$	673,236,075	<u>\$</u>	565,619,672	<u>\$</u>	107,616,403	<u>\$</u>	56,103,006

#### Minnesota Department of Agriculture Statement of Income Summary Data

**Comparision of 2007 & 2006 Ethanol Producer Disclosures** 

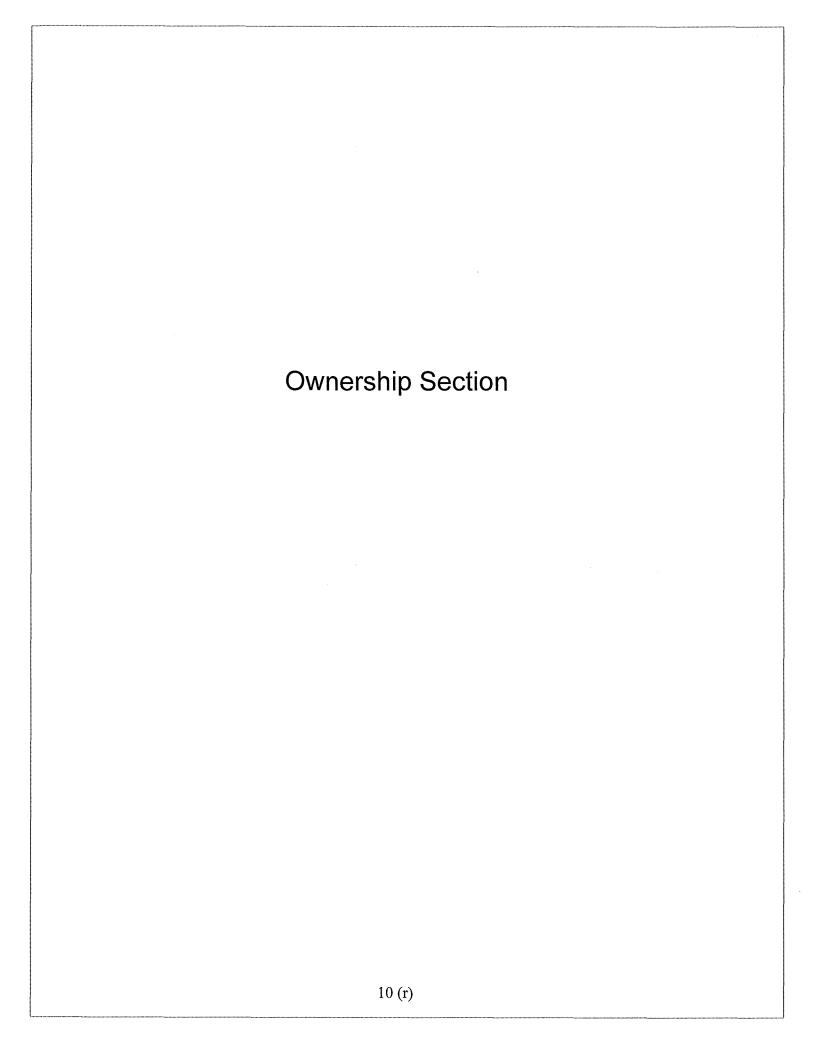
Ethanol Report: February 15, 2008

	2007	2006	Increase (Decrease)	Current Year Average Ethanol Producer	
<u>Sales</u>					
Sales	\$ 1,160,019,719	\$ 918,301,825	\$ 241,717,894	\$ 96,668,310	
Cost of Sales	(881,281,769)	(662,270,016)	(219,011,753)	(73,440,147)	
Gross Profit	278,737,950	256,031,809	22,706,141	23,228,163	
Operating Expenses					
Employee Costs	6,989,254	8,270,983	(1,281,729)	582,438	
Supplies	2,050,924	1,896,723	154,201	170,910	
Repairs and Maintenance	6,992,062	6,359,306	632,756	582,672	
Other Operating Expenses	27,942,553	27,924,226	18,327	2,328,546	
Depreciation and Amortization	35,673,906	31,765,327	3,908,579	2,972,826	
Operating Expenses	79,648,699	76,216,565	3,432,134	6,637,392	
Income from Operations	199,089,251	179,815,244	19,274,007	16,590,771	
Other Income (Expenses)					
State Ethanol Producer Payments	15,445,300	17,935,751	(2,490,451)	1,287,108	
CCC Bioenergy Program Payments	102,647	772,908	(670,261)	8,554	
Investment Earnings	13,000,883	6,575,107	6,425,776	1,083,407	
Interest Expense	(11,329,041)	(6,504,800)	(4,824,241)	(944,087)	
Gain (Loss) on Assets	(1,214,376)	25,996	(1,240,372)	(101,198)	
Other	(5,618,511)	(359,910)	(5,258,601)	(468,209)	
Other Income (Expenses)	10,386,902	18,445,052	(8,058,150)	865,575	
<u>Income before Income Taxes</u>	209,476,153	198,260,296	11,215,857	17,456,346	
<u>Income Taxes</u>	5,911,530	2,788,364	3,123,166	492,628	
Net Income	\$ 203,564,623	\$ 195,471,932	\$ 8,092,691	\$ 16,963,719	

	Statistical Section	
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#### Minnesota Department of Agriculture Statistical Summary Data Comparision of 2007 & 2006 Ethanol Producer Disclosures Ethanol Report: February 15, 2008

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	2007	 2006		(Decrease)		Producer
<u>Statistics</u>						
Gross Revenues	\$ 1,181,735,662	\$ 943,251,677	\$	238,483,985	\$	98,477,972
Sales	1,160,019,719	918,301,825		241,717,894		96,668,310
Operating Income	199,089,251	179,815,244		19,274,007		16,590,771
Profit before taxes	209,476,153	198,260,296		11,215,857		17,456,346
Net Income	203,564,623	195,471,932		8,092,691		16,963,719
Government Incentives:						
MN Producer Payment	15,445,300	17,935,751		(2,490,451)		1,287,108
CCC Bio-Energy Program	102,647	772,908		(670,261)		8,554
Patronage Dividends Paid/Other Dist	165,026,495	110,815,544		54,210,951		13,752,208
Interest Expense	11,329,041	6,504,800		4,824,241		944,087
Liquidity						
Current Ratio	1.80	1.69		0.11		1.80
Quick Ratio	1.39	1.38		0.01		1.39
Leverage						
Debt to total assets	14.00%	15.00%		-1.00%		14.00%
Debt to equity	47,00%	53.00%		-6.00%		47.00%
Liabilities to equity	21,00%	22,00%		-1.00%		21.00%
Times interest earned	19.49	31,48		-11.99		19.49
Activity						
Inventory turnover	23,25	26,27		-3.02		23,25
Fixed assets turnover	3.07	2,64		0.43		3.07
Total asset turnover	1.72	1.62		0.10		1.72
Profitability						
Profit margin on sales	18.00%	21.00%		-3.00%		18.00%
Return on total assets	30.00%	35.00%		-5.00%		30.00%
Return on total equity	45.00%	53.00%		-8.00%		45.00%



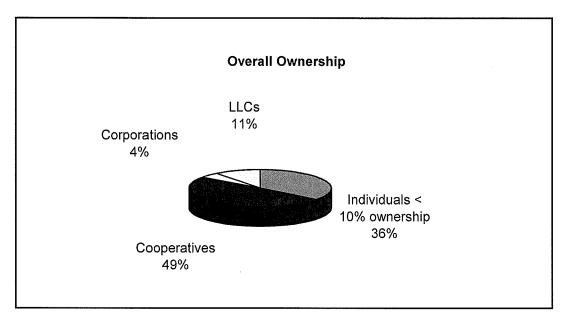
#### Minnesota Department of Agriculture Ownership Summary Data from Ethanol Disclosures Disclosures Reported in 2007 Ethanol Report: February 15, 2008

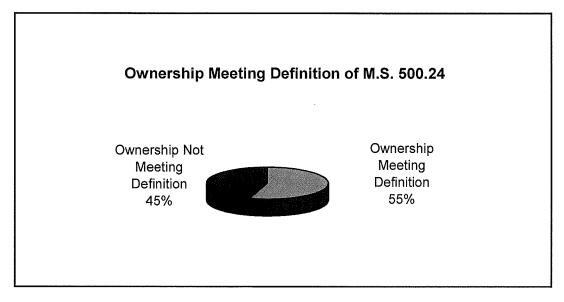
Revised Feb 2009

	Overall	M.S. 500.24 % of total (1)		
Ownership category/name	% of total			
Individuals < 10% ownership	35.6%	24.6%		
Cooperatives	49.4%	30.1%		
Corporations	4.3%	0.0%		
LLCs	10.7%	0.0%		
	100.0%	54.7%		

Note:

<sup>(1)</sup> does not include estates/trusts which may qualify under 500.24





#### Note to the Revised 2008 Report

In preparing the 2009 report, it was discovered that the ownership section in the 2008 report contained erroneous calculations.

This revised 2008 report contains corrected ownership numbers in the text on page 4 and in the table and first chart on page 11.