

Making new investments work

- A focus on long term value creation rather than managing to budgets only
- A stable patient commitment
- Willingness to diversify
- Income from other regions
- Learn from those who have come and gone before
- Adapt, don't fear losing your independence, growing your business and your industry requires collaboration.
- Decide on the type of communities you want and then support the supply chain that will deliver it.
 - Closed supply chains will not build our communities or our industry
 - Sourcing all inputs from outside the region creates an unsustainable imbalance.

Cotton Industry Success

- World Market crop
- Collaboration (best Ag industry in my opinion)
- Marketing
- Mix of Family and Corporate Farmers
- Opportunity for young contract farmers
- Availability of good support infrastructure
- Research
- Attractive industry to the best graduates

- Problem with large scale projects
 - Closed supply chains
 - Potentially the only benefit to a small community is through providing a few jobs (if they adopt the closed supply chain model)
 - Change in ownership changes commitment, shareholder pressures
- Benefits of large scale projects
 - Money
 - They have the potential to be more patient
 - They can bring in expertise to shorten the learning cycle
 - They may have processing and marketing linkages

What's good about Pioneers?

Fearless



Visionary

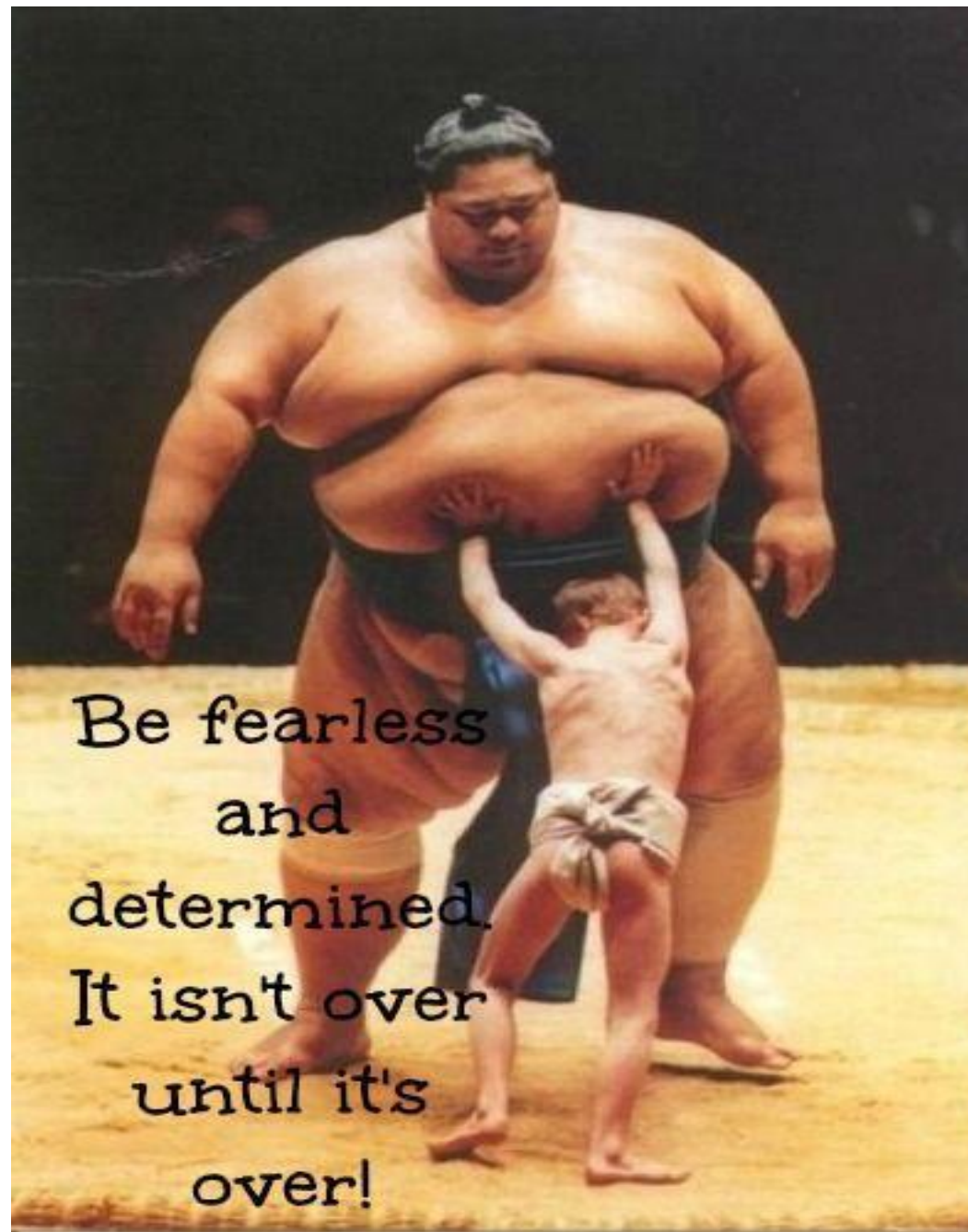


Independent



What's challenging about Pioneers?

Fearless



Visionary



Independent



Your Props

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