



Comark Equity Alliance

Alan Woodard, CEO

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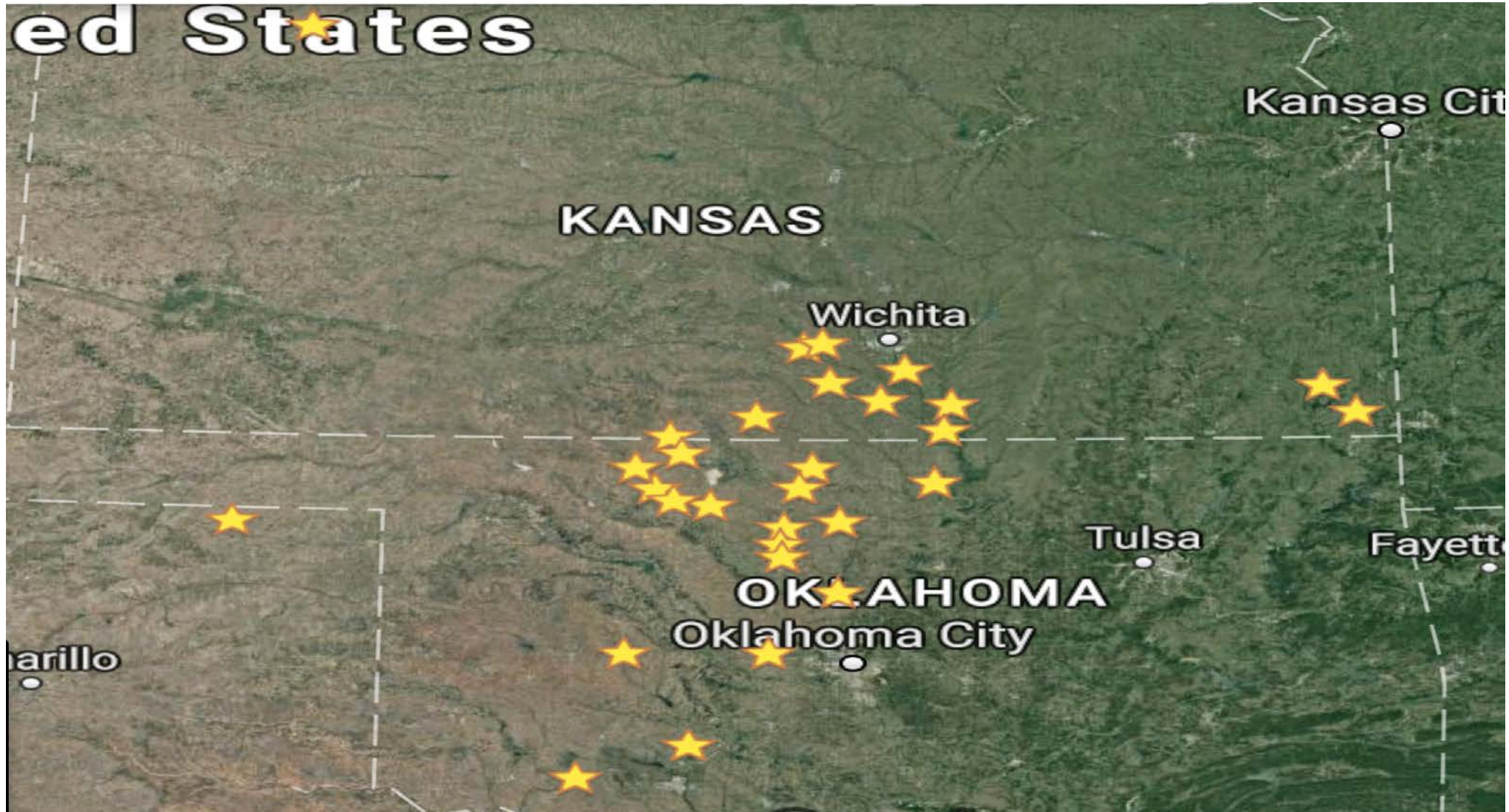
COMARK EQUITY ALLIANCE

WHO WE ARE

- 28 MEMBER COOPS
- 161 LOCATIONS IN OK, KS & TX
- 130 MILLION BU. OF STORAGE
- 3 TERMINAL FACILITIES
- 8 MEMBER BOARD
- OFFICES IN ENID, OK & CHENEY, KS



CEA – OUR HQ LOCATIONS



COMARK EQUITY ALLIANCE

- MEMBER/OWNERS ASSIGNED GRAIN LICENSE OVER TO CEA
- CEA IS RESPONSIBLE FOR SETTING BIDS AND DISCOUNTS
ACROSS THE TRADE AREA
- CEA MERCHANDISES THE COMMODITIES FOR THE
MEMBERS
- PROFITS ARE RETURNED IN STORAGE, HANDLING AND
EARNINGS TO THE MEMBERS



CEA MEMBER BENEFITS

- GEOGRAPHIC DIVERSITY
- EFFICIENCIES GAINED IN SIZE AND SCALE
- ARBITRAGE OPPORTUNITIES & SPACIAL UTILIZATION
- LEVERAGING OF CAPITAL NEEDS
- EMPLOYEE EXPERTISE
- SCALE AS IT RELATES TO THE MARKET



CEA MEMBER CHALLENGES

- TRANSPARENT COMMUNICATION TO MEMBERS
- GOVERNANCE
- ALIGNMENT OF LOCAL GOALS TO MEMBERSHIP GOALS
- COMMODITY DIVERSIFICATION
- PRODUCER/OWNER PERCEPTION OF CEA



THANK YOU!

COMARK EQUITY ALLIANCE

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