

# 2022 MN AgSolutions LLC Information

## Contact Info:

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## Logo:



**MN AgSolutions LLC**

## Phase:

Conversations worth talking about!

## Bible Verse:

*"Commit to the Lord whatever you do, and He will establish your plans" – Proverbs 16:3*

## Vision:

The vision for MN AgSolutions is to partner with agribusiness and ag-based companies who need expert knowledge and skill in Business and Operational Strategy, Operation Efficiencies, EHS, and Project Management for their business for a specific timeframe or an on-demand reference source.

## **Business and Operational Strategy:**

How do you acquire new facilities and incorporate them into your existing business and culture?  
How do you utilize your existing assets to effectively enter new markets?

MN AgSolutions will partner with your business and leaders to effectively develop a plan of success to meet the needs of your business and team members. Our success in active listening, seeing opportunities from unique viewpoints, and understanding the needs of people allow us to drive collaboration, revenue generation, and ultimately a practical business approach to vision, strategy, and planning.

## **Operation Efficiencies:**

Operations is a dynamic and ever-changing environment for facility assets and people. Capital constraints, schedule timelines, aging infrastructure, and team member limitations can all lead to frustration, lost revenue, and not meeting business needs.

MN AgSolutions will invest in your team and planning to facilitate practical operational goals, skills, and workflow. The outcome is boosting revenue through short- and long-term capital plans, collaboration of facility team members, shared ideas, and experience pulled from 25yrs of getting the most out of what's available.

## **EHS (Environmental, Health, and Safety):**

EHS is a core value for many companies today. And yet, many companies view EHS as a completely separate entity from other parts of their business and thus struggle to incorporate EHS actively and successfully into the business strategy. The goals for EHS are to prevent incidents, improve conditions, reduce costs, engage employees, enhance responsibility, and increase productivity.

MN AgSolutions believes that EHS for any company and facility is the backbone to express the value and commitment on the part of all stakeholders to people, property, and the environment. And while there is no one-size-fits-all for programs, rules, or regulations to encompass all the situations and dynamics for a given risk area; there are sound business approaches to integrate EHS into a facility, company, merger, or acquisition. MN AgSolutions focuses on building the best EHS program for the specific business need(s).

## **Project Management:**

Project Management is a part of business operations that many companies under value and inaccurately believe that anyone can lead. Unfortunately, time and again the business suffers because not enough skill and planning is given to the Triple Constraints of Time, Quality, and Budget. Expanding scope leads to increased costs and schedule, quality specifications leads to time and budget issues, and fixed budgets lead to schedule and quality constraints.

MN AgSolutions has a proven track record in Project Management to meet project scope, schedule, budget, execution, and integration into the current business effectively and efficiently. Let's partner together for a season to ensure your next project exceeds expectations, meets your company schedule, quality, and budget, and allows your business and people to thrive.

## About Marcus Neal:

Marcus Neal has 25+ years' experience leading, designing, building, acquiring and operating grain and ag-production facilities in North America and Asia. His capital projects have included export facility design, large greenfield rail shuttle loading and unloading facilities, small country elevator expansions, facility and business assessments for acquisition, and everything in between.

He has an acknowledged history of working in business strategy, facility design, EHS operations, and project management throughout the world and in professional associations within the agricultural industry and at all levels of organizational leadership.

Marcus started MN AgSolutions in 2021 to help fill a talent and experience gap with agribusiness and ag-based companies who need expert knowledge and skill in Operations, EHS, and Project Management for their businesses.

His professional experience include Director of Facility Operations @ Lansing Trade Group (Kansas City), Director of Engineering @ Perdue Agribusiness (Salisbury, MD), DeBruce Grain (Kansas City), and Cargill Grain Division (various locations).

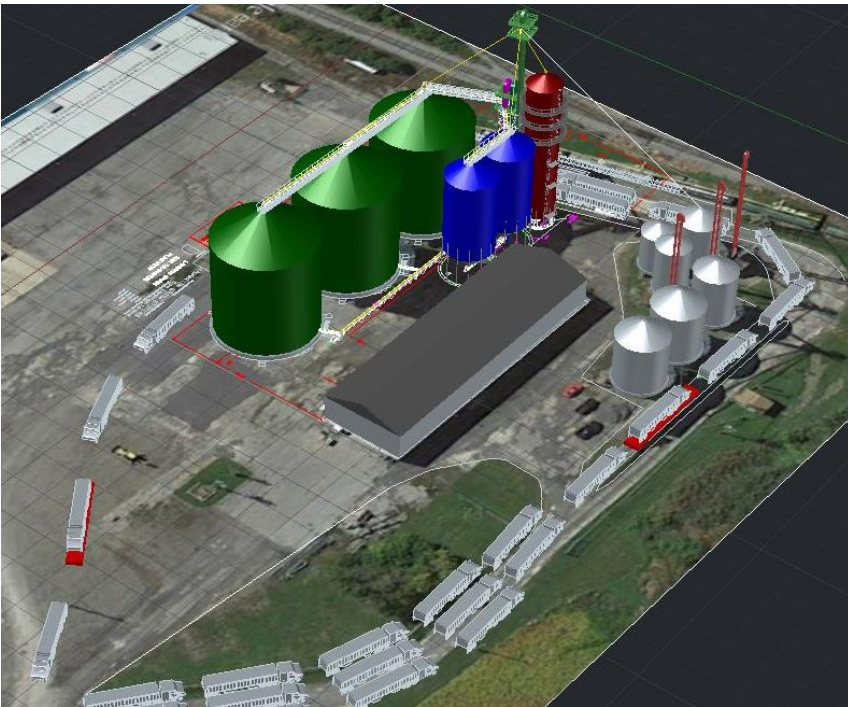
Marcus is a husband and father of 4, a Minnesota native, and a graduate of agricultural engineering from the University of Minnesota. He is also a Martial Arts Specialist in TaeKwonDo and Hapkido, enjoys competitive sparring, and is an avid outdoor enthusiast.



**Project Facility Photos:**



Virginia - Greenfield transload (rail/truck to container) design, build, operate, and expansion



New York – Existing facility expansion design and operation



Idaho – Greenfield rail and truck facility design, build, operate, and expansion





Idaho - Existing facility expansion design and operation



Idaho - Existing facility expansion design and operation



Mexico – Greenfield shuttle unload facility design, build, and operate