

Norm Krug

Founder/CEO Preferred Popcorn





Preferred Popcorn

Strives to *honor God*

By producing *high quality products*
And by serving our customers with
integrity

Who We Are

- ◆ Our Company was started in 1998 by four farmers in Chapman, Nebraska led by our CEO Norm Krug
- ◆ As our mission statement makes clear, we set out to produce the highest quality popcorn on the market today
- ◆ We try and live out our company motto every day and with every customer. It states “Preferred Popcorn is large enough to meet your needs and small enough to care!”

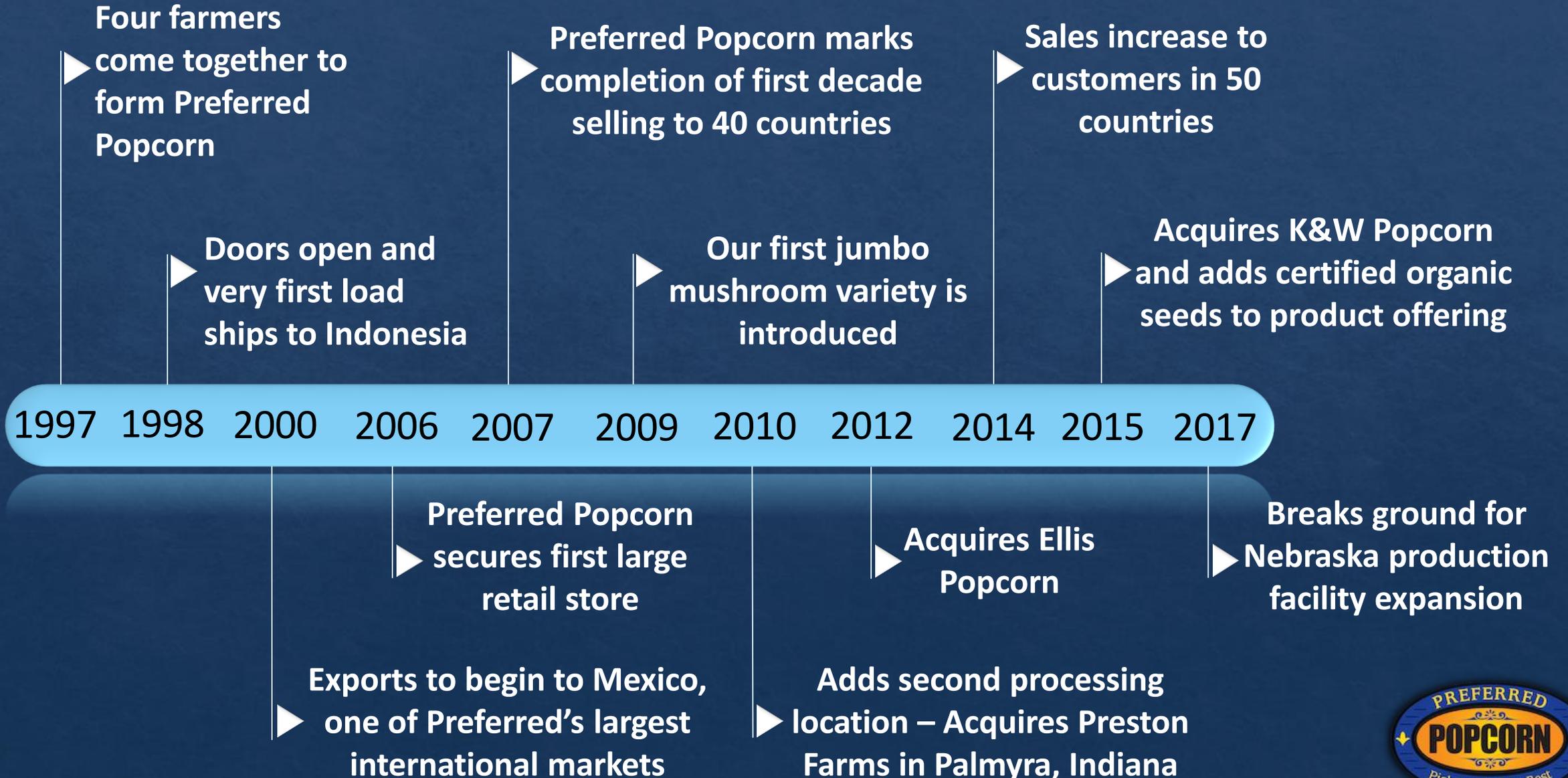


Year One





Our Timeline



Today





Growth Drove Expansion



Palmyra, Indiana



Expansion Led to Diversification



Trenton, Missouri

- ◆ In 2015 Preferred Popcorn acquired K&W Popcorn, adding a third strategic production facility
- ◆ This addition made Preferred Popcorn the largest producer of organic popcorn in the world



Continued Growth...

- ◆ In July 2017 Preferred Popcorn announced that it would be building a state of the art production facility beside the current facility in Chapman, NE
- ◆ The new facility will be capable of cleaning and packaging the same amount of popcorn as our current three plants combined
- ◆ Cutting edge technology in the new facility will ensure that the popcorn produced will be the cleanest most consistent on the market today
- ◆ Production in the new plant will begin in April 2018



State Support Aids Production Capacity



Exports Fueled Growth

- ◆ Preferred Popcorn ships to over 70 different countries each year
- ◆ Of the almost 300 million pounds a year of popcorn exported out of the US Preferred Popcorn exports over 100 million
- ◆ Preferred Popcorn is the largest exporter of popcorn in the United States
- ◆ Over half of all loads that leave our docks are exported out of the US



Benefits of Trade Missions



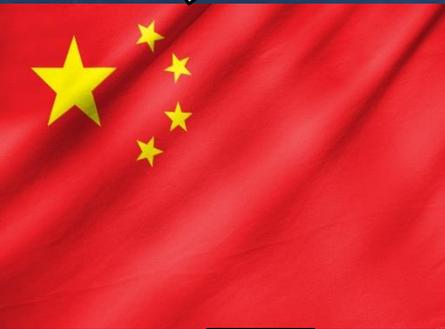
Creating Connections Utilizing State Programs



Leveraging the State's Involvement



Continuous Visitations and Invitations



Takeaways

- ◆ Encourage trade shows with branded programs
- ◆ Support the Ex-Im Bank
- ◆ Plan trade missions with high ranking officials
- ◆ Take participants who can close the deal
- ◆ Have a presence at local groundbreakings and expansions
- ◆ Create a network of experts to coach small businesses in trade.
- ◆ Create grant funding for job creation and increased production capacity
- ◆ ALWAYS support free trade legislation

