

# WHERE WE ARE GOING

## NEW VARIETIES

FRC's nursery is developing cutting-edge rice varieties for use by our growers. We have a full-time agronomist on staff with 15 years of experience in rice breeding.

## OUR PRODUCTS

Farmers' Rice Cooperative grows, mills and packs numerous types of rice – 100% of which are grown in California. All of FRC's varieties are in the short and medium grain categories.

## CAPABILITIES

FRC operates 2 mills at our West Sacramento plant. We are striving for excellence by investing in the latest milling technology and training our millers to be the best in the business. At Farmers' Rice we live by the motto, **"Every Kernel Counts."**

**EVERY  
KERNEL  
COUNTS**



## FRC CORPORATE HEADQUARTERS

2566 River Plaza Drive Sacramento, CA 95833  
(916) 923 5100

## FRC WEST SACRAMENTO MILL

2224 Industrial Boulevard West Sacramento, CA 95691  
(916) 373-5500

## FRC STEGEMAN

4937 Hwy 45 Colusa, CA 95932  
(530) 439-2244

## FRC HI & DRY

1551 Acacia Ave Sutter, CA 95982  
(530) 755-0081

## FIELD SERVICES

### Brice Lauppe

(916) 531-4609

### Brant Edgar

(530) 228-2685

### Randy Biersteker

(530) 521-4007

**FARMERSRICE.COM**



FARMERS' RICE COOPERATIVE

**DRYING | SEED | STORAGE  
MILLING | MARKETING**

**YOUR PARTNER OF CHOICE  
IN THE RICE INDUSTRY**



## WHO WE ARE

Farmers' Rice Cooperative (FRC) is a grower-owned rice marketing cooperative.

Since 1944, we have supplied domestic and international food manufacturers, brewers, private retailers, exporters and distributors with premium quality California rice.

FRC is made up of over 700 hardworking growers who produce nearly 20 percent of all rice grown in California, making FRC the largest medium grain marketer in the United States.

We operate 2 mills and multiple drying and storage operations. Our capacity allows us to export around 50 percent of our rice to over 65 different countries around the world.



## WHAT WE OFFER

FRC's member programs are second to none. We are leading the way so that our members can have the support they need, when they need it. FRC members can take advantage of the following programs and incentives.

### EARLY SEASON ADVANCE (ESA)

Planting Advances are available to all FRC members. Historically, planting advances have averaged over \$500 per planted acre. FRC is able to get operating money in the grower's hands when they need it most at no additional cost to the grower.

### SPECIALTY VARIETIES

FRC works to create value wherever we can. We offer the option of growing premium varieties such as M401, FRC 22, CALMOCHI and Organic.

### DRYING AND STORAGE

FRC owns and operates 3 drying and storage facilities in the valley. We are able to offer the most competitive rates and the best green freight rebates. We also have a special members only messaging system that tracks every load. This allows our growers to stay on top of harvest in real time.

### SEED

FRC offers the highest quality certified seed. Members receive discounts for early payment or they can defer payment – interest free – until harvest. This allows members to have their seed, when they need it, on the terms that work best for their operation.



## GROWER TRUCKING

FRC gives members the option of hauling dry rice to the mill throughout the year. We want our members to have every opportunity to put trucks, equipment, and employees to work.

## FIELD SERVICES DEPARTMENT

FRC's field staff are here to help. Should members need agronomic advice, help with accounts or guidance on how to make their operation stronger, we are available.

## HOW WE HELP

Farmers' Rice Cooperative growers receive many benefits as members of the Cooperative. As a cooperative, FRC is able to distribute significant tax benefits to its grower-members to help increase their net returns.

Active members receive an annual cash dividend on their equity, a Federal Income Tax Deduction (DPAD/Section 199a) and additional tax benefits from an Interest-Charge Domestic International Sales Corporation (IC-DISC).

Over the past 5 years FRC growers have received tax benefits averaging \$1.00 per cwt per year from the IC-DISC and DPAD/Section 199a. This translates to approximately \$45,000 a year in tax benefits to the average FRC member (based on 500 acres).

## PURPOSE

Maximize the return to cooperative member owners on a sustainable basis by enhancing the value of our products and services.

## VISION

Be the partner of choice in the rice industry.