



Testimony of Eric Bartsch  
AGT Foods

**In Support of SB 2245**  
January 26, 2021

Chair Holmberg and members of the Senate Appropriations committee:

On behalf of AGT Foods I am writing this to express the impact that the intermodal ramp established in Minot has had on AGT as a company and will have on the region's economy.

AGT is a value-added processor of pulse crops producing products such as pulse proteins, starch's and fibers in addition to pulse-based pasta, texturized protein and specialty flours. The market for our products is growing quickly not only in North America but globally.

Prior to October of 2020 in order to ship value added goods by ocean container that we are producing in Minot we had the extra costs to dray the material from Minot to either Winnipeg or Regina to ship the goods by containers to destinations around the world. This extra costs at times limited our ability to be competitive and in general lowered the value of our goods that we are producing in Minot. With the introduction of containers in Minot we are now more competitive to ship our goods from ND to Asia which provide a base for our company to continue developing our value-added presence in North Dakota.

Without the port it makes it challenging to continue investing in further added production at our Minot plant. The key to value added products is the ability to move the goods from origin to destination and maintain the IP of the product. Overall, the port will have a positive impact on ND's ability to expand its value-added presence as it provides a tool for producers to move their goods from ND to the rest of the world. Without this key competent it makes it very difficult for the state to attract further value-added investment in ND.