

Agreement Ref

STATEMENT OF WORK

This Statement of Work dated this 22nd day of March, 2022 ("Effective Date") is entered into between IHS Global Inc. having its principal place of business at 15 Inverness Way East, Englewood, CO 80112 ("IHS Markit") and Puget Sound Pilots having its principal place of business at 2003 Western Avenue, Suite 200, Seattle, Washington 98121 ("Customer") ("SOW").

STATEMENT OF WORK NO.:

Project name: Puget Sound Pilots' (PSP) 2022 Rate Proceeding Research, Analysis and Testimony

Project Overview: Provide data and analysis and testimony in support of a rate proceeding before the Washington Utilities and Transportation Commission.

Location(s) of Services: United States

Term of Services: About 8 months

Currency: USD

Account #

Account Manager:
Joseph Somers

Vertical Sales:

Customer Reference #:

Customer VAT#:

Scope of Services and Deliverables

Fees

- Fixed Fees
- Time -Based Fees per hour/day/month
- Unit -Based Fees (ex-Taxes)

See attached Appendix A Scope of Work Description for details

Phase 1 - Research, analysis and preparation of Exhibits for written testimony including responses to questions from opposing side.

\$60,000.00

Phase 2 - Testimony: support and preparation

\$780 per hour

Phase 2 - Testimony: waiting to testify and testifying.

\$1,170 per hour

0.00

0.00

Total Fee

USD 60,000.00 plus testimony preparation and testimony rate times number of hours involved in each.

Travel Expenses are in addition including travel to for testimony or hearing, plus Ken Eriksen travel to document pilot activity receiving and releasing a vessel accessing and exiting the Puget Sound and terminals

Travel expenses to be determined

Billing Address: 2003 Western Avenue, Suite 200, Seattle, Washington 98121

Customer Contact' Name (incl. E-mail Address & Contact No.): Charles Costanzo, ccostanzo@pspilots.org

Special Billing Instructions: Fees to be invoiced after each of the milestones below are completed.

Other Information: Travel expenses are not necessary for this study

Commencement Date of Services: Upon signing of the contract

Expected Date of completion of Services: About four months after the contract is signed.

Details of Milestones (if applicable):

Estimated Timing of Deliverables

Fee allocated per Milestone

See Appendix A for Task details.

Task 1 - Kickoff Call

Shortly after signing of agreement

15% of fixed fee of \$60,000

Task 2 - Evaluate Pilotage fees as part of port calls at different ports.

Providing materials by mid to end April

Task 3 - Provide snapshot of trends in shipping industry profits

Providing materials by mid to end April

Task 4 Analyze long term trends in ship build considering ship sizes getting larger and carrying more cargo.

Providing materials by mid to end April

Task 5 - Evaluate reasons for ship traffic volatility and whether volatility will continue in the future.

Providing materials by mid to end April

Task 6 - Provide takeaways for background on Port Performance Index for container shipping

Providing materials by mid to end April

Task 7 - Provide exhibits in collaboration with PSP for written testimony. IHS Markit will respond to any comments regarding the written testimony from the opposing counsel and/or WUTC.

By Mid-May for filing and as needed after May.

85% of fixed fee of \$60,000.

Task 8 - Prepare, travel and provide testimony

Fall/Winter

Preparation and testimony depending on number of hours at \$780 hour for preparation and \$1,170 per hour for testimony.

Notes:

1. Customer is granted a license to use the Services/Deliverables as listed above, subject to the IHS Markit standard services terms and conditions ("IHS Markit T&Cs") in force from time to time and located at <https://ihsmarkit.com/legal/licensing-tc.html>. Except where the parties have executed the IHS Markit General Agreement or any other agreements or addendums in writing covering the above Services/Deliverables, the terms of such agreement or addendum will prevail over the IHS Markit T&Cs. The Customer may request a copy of the IHS Markit T&Cs from its IHS Markit Account Manager. If Customer has any questions about the IHS Markit T&Cs, Customer should contact its IHS Markit Account Manager in the first instance. If IHS Markit does not receive any written question or proposed revisions from Customer prior to signing this SOW, Customer will be deemed to have accepted and to be bound by the IHS Markit T&Cs without any further explanation by IHS Markit.
2. Any special terms and conditions applicable to the Services/Deliverables as listed above, shall be attached as an Annexure to this SOW.

3. This SOW together with the IHS Markit T&Cs is collectively referred to as "Agreement". Any term(s) contained in Customer's purchase order, acknowledgement form, or any other form that is different from, or in addition to the Agreement; (i) shall not have any effect of modifying or adding any terms to the Agreement; and (ii) shall be for Customer's internal purpose only. No agent, employee, or representative of IHS Markit has any authority to alter or delete the IHS Markit T&Cs or bind IHS Markit to any warranty, covenant or representation concerning the Services or Deliverables other than as set forth in the Agreement.

4. Services are deemed accepted so long as IHS Markit has performed tasks in accordance with the scope of Services as set forth above. The pricing for Services under this SOW is valid for the duration of the Services, if Customer executes and returns this SOW to IHS Markit by April 15, 2022. All capitalized terms have the same meaning as set forth in the Agreement.

SPECIAL TERMS AND CONDITIONS

1. Customer has asked IHS Markit to use the Deliverable provided by IHS Markit to Customer pursuant to this SOW in the pending rate proceeding ("Litigation") as defined below.

2. Scope: Litigation is defined as:

- i. Case is before the Washington Utilities and Transportation Commission, and is between Customer (Respondent), and Washington Utilities and Transportation Commission (as Complainant). The docket number is _____.
- ii. IHS Markit shall work directly with Michael Haglund (MHaglund@hk-law.com) to perform the Services described herein and the report will be issued to Customer.

List of all third parties, consultants, and experts with whom the Deliverable may be shared:

- a. Customer's legal representative;
- b. Complainant and
- c. Complainant's legal representative(s)

3. License Grant: Notwithstanding any provision of the SOW or the Agreement, Customer is permitted to use the Deliverable for the Litigation provided that terms and conditions of this Special Terms and Conditions section are met.

4. Conditions/No Dissemination: If the Deliverable used in the Litigation is requested to be delivered to any party other than to Customer's counsel, Customer may deliver such Deliverable provided Customer delivers to IHS Markit, or causes to be delivered to IHS Markit, a Protective Order issued by the Court handling the Litigation that provides that: (1) the Deliverable shall only be used by such third parties for use in the Litigation; (2) the Deliverable is a licensed product owned by IHS Markit and is protected by copyright and trade secret laws; and (3) such third parties shall not distribute, assign, sublease, sublicense, rent, sell or otherwise dispose of the Deliverable. If the Deliverable is subject to admission into the Court record Customer shall: (1) give reasonable notice to IHS Markit to contest such order or requirement; (2) request an in-camera review by the Court to prevent serious competitive and financial harm to IHS Markit by such a disclosure; and (3) request that if admitted into the record, the Court orders the record containing the Deliverable be sealed and not disclosed to the public. Except as expressly provided herein, Customer shall not rent, sell, license, assign or otherwise provide, dispose or disclose any information contained in the Deliverable as a stand-alone product, whether for sale or not, to any third party in any form or in any medium (i.e. Internet, email) for any reason whatsoever, without IHS Markit's prior written consent.

5. Waiver: IHS Markit makes no endorsements related to Customer's representations. Customer agrees that the Deliverable shall not characterize or qualify IHS Markit as an "Expert". IHS Markit shall have no liability as a result of Customer's use of the Deliverable for external business purposes and Customer will indemnify, defend, and hold IHS Markit harmless from and against all third-party claims arising from the use of or reliance upon such Deliverable and from all expenses that IHS Markit should incur if it should be called to participate and/or provide data or testimony in connection with this Litigation. This consent to use of the Deliverable for external business purposes shall not act to, or be construed to, provide or transfer ownership of any intellectual property rights in and to IHS Markit Property.

6. Extracts and Copies: Except as detailed in these Special Terms and Conditions, no third party other than Customer's employees shall have the right to access or use the Deliverable without IHS Markit's prior written consent. Customer shall have the right to make copies of the Deliverable, with all such copies being subject to the terms and conditions of this Agreement. Copies of the Deliverable shall bear the following proprietary notice: "Includes content supplied by IHS Global Inc.; Copyright © IHS Global Inc., 2022. All rights reserved".

7. Media Releases: Customer shall obtain IHS Markit's written approval prior to the release of any media releases, public announcements, or any form of advertising or sales promotion by Customer, its employees, or agents, relating to (1) any reference to IHS Markit's name, trademarks, logos and/or the names of IHS Markit's products or services, (2) this Agreement, or (3) the Deliverable.

8. Fees: If IHS Markit provides assistance in any Litigation resulting from Customer's use of the Deliverable in such Litigation, Customer shall pay IHS Markit the following fees in addition to pre-approved reasonable out-of-pocket expenses incurred in providing such services:

1. Deposition or trial preparation	\$780/hr
2. Trial or deposition fee	\$1,170/hr

9. Indemnity: IHS Markit shall have no liability as a result of Customer redistributing the Deliverable for Litigation purposes and Customer will indemnify, defend and hold IHS Markit harmless from and against all third party claims arising from or related in any form or manner, including use of or reliance upon, the Deliverable. If IHS Markit reasonably believes that any such use or redistribution is not in accordance with the Agreement or this SOW, then IHS Markit reserves the right to require Customer to immediately cease redistributing the Deliverable. This consent to redistribution of Deliverable for Litigation purposes shall not act to, or be construed to, provide or transfer ownership of any intellectual property rights in and to IHS Markit Property.

IHS

By

Joseph F. Somers

Print Name: Joseph Somers

Title

Consulting Director

Date: March 22, 2022

CLIENT

Puget Sound Pilots

By:

Michael E. Haglund

Print Name:

Michael E. Haglund

Title:

Attorney

Date:

4/7/22

Counsel for Puget Sound Pilots

Appendix A: Scope of Work Description

Objective

- Provide analysis and testimony in support of a rate proceeding before the Washington Utilities and Transportation Commission (WUTC) to be filed June 1, 2022.
- The study goals are to:
 - Provide data, analysis and exhibits to PSP for written testimony for June 1 filing submission.
 - Prepare and provide testimony at hearing with WUTC regarding Puget Sound Pilots Rate case.

Scope of Work

Task 1: Project kick-off

Task 2: Assess Pilotage fees as part of port calls at different West Coast ports.

- PSP will put together and provide IHS Markit West Coast pilotage fees.
 - Depending on availability of data IHS Markit may need to make representative calls to port and terminal operators to obtain missing data.
- Pilotage fees will be converted to representative dollars per unit (e.g., per tonne, per bushel, per auto, per container, etc.).
- IHS Markit will create and provide to PSP a spreadsheet of the pilotage fees for West Coast ports for comparison along with the full tariffs by ship size and class.
- Provide economic analysis of impact of pilotage rates on ocean-going vessel port calls.

Task 3: Provide snapshot of trends in steamship industry profits.

- Cover as many ship classes as possible.
- For publicly traded cargo carriers review annual and 10k reports of Maersk, MSC, CMA CGM, ONE, Evergreen and others such as Mitsui for trends in net revenues.
- Use internal data and Journal of Commerce to compile: Time Charter Freight rates for different ship classes and routes, including dry bulk, liquid or tank, container, etc.
- Provide historical cargo movements through 2021. We will compile historical cargo flows at US, West Coast and regional level (Puget Sound movements) based on data availability compiled through PIERS.

Task 4: Analyze long term trends in ship build considering ship sizes getting larger and carrying more cargo.

- Work with Maritime and Trade Group vessel database to review fleet profiles.
- Leverage IHS Markit container build-out data.
- Provide profiles of how ship classes and vessels have changed over the last few decades.

Task 5: Summarize factors that have contributed to vessel traffic volatility at West Coast ports and why that volatility will continue into the future.

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- Evaluate volatility by level of traffic per ship class on an annual basis.
 - Show how freight rates and traffic patterns have changed over time.
- Use Producer Price Index and other price series for services and commodities.
- Create an annual adjuster for volatility for different cargoes (including auto) to be able to examine the data without volatility.
 - Use gross tonnage to develop the adjuster because it is the biggest driver of revenues.

Task 6: Provide background data on ports from Port Performance Index for container shipping.

- Demonstrate ranking of West Coast ports including Seattle and Tacoma.
- This information will be used internally for PSP as background information.

Task 7: Provide Exhibits summarizing findings for Tasks 2 to 5 to be include in written testimony.

- Exhibits are created for each Task based on comments and collaboration with PSP.
- Exhibits will be in PowerPoint or native format (e.g., excel), and provided on an ongoing and iterative basis, and included in the written testimony.
- IHS Markit will respond to any comments regarding the written testimony from the opposing counsel and/or WUTC.

Task 8: Prepare, travel and testify at a hearing on rate proceeding before the Washington Utilities and Transportation Commission (WUTC).

- Prepare for testimony.
- Provide testimony.

Timing and Deliverables

- IHS Markit will provide findings for each Task on an ongoing and iterative basis to PSP for feedback from PSP. IHS Markit will use this feedback to create Exhibits in PowerPoint or native format (e.g., Excel) for the testimony.
 - Goal is to provide most of Task findings by mid-April with Exhibits being finalized by mid-May to support the filing submission on June 1, 2022.
- Transiting on a vessel in Puget Sound can be done in April or May.
- Testimony will take place at a hearing before the Washington Utilities and Transportation Commission in late 2022, tentatively November 2022.

Budget

- The professional service fees for the services provided hereunder are sixty thousand (US\$60,000) for the research and analysis for the written testimony unless a different amount is specified by mutual written agreement. These fees are based on a \$1,425 per day blended Consultant rate for about 42 days of work.

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- Additional fees are \$780 per hour for testimony preparation and \$1,170 per hour for testimony which is 1 ½ times the rate for Ken Eriksen. Total fees will depend on preparation time and testimony time. Travel fees will be billed separately.

Study Team

Planned staffing of this Project includes IHSM resources to support the scope of Services described herein. IHS Markit will provide personnel having the skill and technical qualifications necessary to perform the tasks assigned to them to support the Project. A key strength of the project team is it will leverage different units of IHS Markit in this project.

IHS Markit study team lead individuals (more detail in Appendix B) include the following:

Project Manager: Joseph Somers, Vice President, Agribusiness Consulting, IHSM, Washington, D.C.

Team Advisor: Ken Eriksen, Senior Vice President, head of Client Advisory and Development, Energy and Transportation and Policy Groups; IHS Markit. Mr. Eriksen will testify at the hearing.

Team Members:

Nolin Huddleston, Commercial Director, Agribusiness Consulting, IHS Markit

Stephen Harris, Senior Consultant, Agribusiness Consulting, IHS Markit

Owen Hauck, Consultant, Agribusiness Consulting, IHS Markit

Steve Wolf, Consultant, Agribusiness Consulting

Brendan Neary, Associate Director, Product Management, PIERS & GTA Data, Maritime and Trade, IHS Markit

Karl Palsgaard, Product Manager Commodities at Sea, Maritime and Trade, IHS Markit

Turloch Mooney, supply chain, logistics, trade and ports expert Associate Director, Maritime & Trade, IHS Markit

Others to be added as needed.

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Appendix B: Team Bios



Ken Eriksen

Background

- Ken A Eriksen, Senior Vice President. Mr. Eriksen is the head of the Client Advisory and Development, Energy and Transportation, and Policy groups. In this capacity, he directs efforts in client advisory and development, risk management, consulting and events
- Since joining the company in 2001, Mr. Eriksen led the company's Transportation, Industrials and Energy Services group, and co-led the Agribusiness Consulting group. Mr. Eriksen speaks on commodity, transportation and infrastructure issues and developments and is an expert witness in the area of transportation, logistics and supply-chain matters.
- Mr. Eriksen worked for USDA's National Agricultural Statistics Service as an agricultural statistician. In that capacity, he conducted national surveys and set national estimates in agriculture.
- At USDA, he worked for the Agricultural Marketing Service on its transportation and marketing program, conducting research and analysis on domestic and international transportation issues.
- He worked as an international longshoreman for the Pacific Maritime Association in Tacoma, WA.
- He received his bachelor's and master's degrees in agribusiness and agricultural economics from Washington State University. While working on his master's degree there, Mr. Eriksen was a transportation economist for the Department of Agricultural Economics, performing economic transportation data analysis and modeling.

Selected Experience

- **Consulting and Research:**
 - Logistics and transportation economics incorporated into numerous feasibility and due diligence projects
 - Infrastructure investment modeling and assessment
 - Interim port director coordinator at the Port of Cates Landing
 - Lead inland barge market analysis, including annual Barge Fleet Profile and Barge Commodity Profile reports
 - Analyze drybulk and container ocean requirements.
- **Strategic Planning:**
 - Worked with global firms on market positioning and economic risk assessments.
 - Lead long-term outlook and market strategy for inland barge operators.
 - Assess port competitiveness for public, private and terminaling companies.
 - For a major food processor, developed the economic feasibility including logistical mapping for a greenfield plant located in the Midwest.
 - For a State Department of Agriculture, assessed the economic feasibility of various agriculture related businesses and performed outreach to commercial firms that were potential investors in target industries.
- **Due Diligence:**
 - Performed market and technical due diligence analysis of transportation, biofuels, grain handling and new technology firms.
- **Market Analysis:**
 - The economics and drivers of grain flows within the US including assessments of grain and oilseed supply-deficit regions and the impact of flows to/from these regions on agriculture processing facilities and export capacity utilization.
 - Various analysis of inland US transportation systems and the impact of transportation rates and changes in commodity flows on the economics of agricultural businesses.
- **Testifying Litigation Expert Witness:**
 - Led multiple expert report efforts on capacity utilization lawsuits following Hurricane Katrina, class action fuel surcharges and export volumes and vessel usage for a port. For these cases was deposed several times and took the stand during trial.

See more detailed bio for Ken Eriksen at the end of this proposal.

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Joe Somers

Background

- Joe Somers, Vice President and head of the Washington DC office of IHS Markit's Agribusiness Intelligence Consulting. Based in the US with more than 42 years of industry, consulting and government experience.
- Mr Somers also leads IHS Markit Policy Roundtables. The Roundtable Series is dedicated to helping clients understand and contend with policy changes that will shape US agriculture.
- His current role focuses heavily on evaluating US and foreign government policies, including farm programs and foreign trade impacts.
- Previously he worked for the Foreign Agricultural Service (FAS) at the USDA for more than 25 years, where he served in Brazil and Argentina as a Foreign Service Officer.
- He has extensive experience across regions including North America, South America and Europe and Asia. He is fluent in English and proficient in Portuguese and Spanish.
- Mr Somers received his bachelor's degree in political science from Northeastern University and a master's degree in agricultural economics from the University of Massachusetts.
- He has a farm background involved in growing fruits and vegetables and dairy cattle in Massachusetts.

Selected Experience

- **Consulting and Research:** Led and managed a wide variety of regional and global projects across most agribusiness segments involving farm, food and trade policy as well as environmental concerns and benefits such as:
 - Economic Impact of USDA Export Market Development Programs.
 - An Analysis of EU Export Promotion Programs and the Third Country Competition U.S. Products Face in the EU and Selected EU Markets
 - Tools to Mitigate Financial Loss for Hog Producers from a Foreign Animal Disease
 - An Estimate of the Economic Impact of GIPSA's Proposed Rules on the Cattle and Hog Sectors.
 - Economic Assessment for Ecosystem Market Credits from Agricultural Working Lands.
 - Assessment of the Potential Impact of Geographical Indications for Common Cheeses on the U.S. Dairy Sector
 - Cultivating Opportunity: The Benefits of Increased U.S.-China Agricultural Trade
 - Analysis of the Market Potential for Co-products from Anaerobic Digester Systems
 - Canadian agricultural export opportunities from a successful Comprehensive Economic and Trade Agreement (CETA)
 - An Assessment of Potential Declines in Rice Consumption from FDA Food Safety Warnings and Impact on U.S. Economy
- **Economic Impact and Contribution Analysis:** Managed projects quantifying the economic impact and/or contribution of an industry at congressional district, state and national levels.
 - Grain exports
 - Ethanol value chain
 - Hardwood sector
- **Strategic Planning:**
 - Worked with firms in the US on economic risk assessments



Stephen Harris

Background

- Stephen Harris, Senior Consultant in Agribusiness Consulting for North America at IHS Markit's Agribusiness Intelligence. Based in the US with 15 years of industry and consulting experience.
- Mr Harris's experience involves business strategy, market feasibility, economic modeling & forecasting, and M&A due diligence.
- Mr Harris's primary responsibilities include research and analyses for international and domestic consulting clients, with particular emphasis in financial business analysis.
- Additionally, he has experience in transportation projects regarding the US waterways system for both state and federal organizations.
- Mr Harris has previous experience as a Sr. Financial Analyst at FedEx where he managed the financial planning for the Information and Telecommunications Division and the lead financial analyst of the company's Memphis-based budget planning process.
- Mr Harris received his bachelor's degree in engineering and postgraduate degree in finance (MBA).

Selected Experience

- **Consulting and Research:** Led and managed a wide variety of regional and global projects across multiple agribusiness segments.
 - Coordinated successful application to United States Maritime Administration (MARAD) for Marine Highway designation.
 - Coordinated and contributed to a study on the economic value of the Inland Waterway System for the USDA.
 - Extensive work in the biofuels industry including feasibility studies of proposed plants including forecasts of prices and demand for all products including distillers corn oil.
 - Responsible for communicating company's long range crop forecasts and assist in their development.
- **Strategic Planning:** Worked with clients to develop strategic plans for new investments and general strategic direction.
 - Due diligence for venture capital firms interested in cleaning and sanitation, nutritional distribution and agricultural equipment.
 - Lead consultant in the development of strategic plan for major crop association. Studied trends in industry, animal rights policy and consumer preferences.
- **Modeling and forecasting:** Financial analysis and preparation of pro forma income statements for various facilities including ethanol, pork processing plants and multiple river and ocean terminals for the shipping and export of grains and agricultural commodities.
 - Analysis has included the valuation of oilseed crushing and oil refineries in the US and cattle operations in Australia.
- **Macroeconomic discussion for multiple companies and projects.**

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Owen Hauck

Background

- Owen Hauck, consultant for North America at IHS Markit's Agribusiness Intelligence. Based in the US with over 6 years of macroeconomic, food and agriculture, and sustainability research experience.
- Mr. Hauck's most recent experience involved leading market intelligence research for a large program at World Wildlife Fund which supported sustainable development in beef, soy, and palm oil supply chains while preserving high carbon stock habitats in tropical countries.
- Mr. Hauck's experience in vegetable oil and animal protein markets is drawn from supply chain research and analysis to help major buyers of these products progress toward carbon-neutrality and deforestation-free sourcing.
- Additionally, he has experience in international macroeconomic research and through work with a think tank, U.S. Treasury, and U.S. Trade Representative.
- Mr. Hauck has specialized experience across several major agricultural production countries (Brazil, Paraguay, Argentina, Bolivia, Indonesia, and Malaysia).
- Mr. Hauck received his master's degree in international economics from American University in Washington, D.C., and a bachelor's degree in economics and political science from Western Washington University.

Selected Experience

- Research and Analysis:** Worked on a variety of global projects across food and agriculture, supply chain transparency, and ESG and climate risks.
 - Market developments for vegetable oils and animal proteins
 - Supply chain mapping from production to retail
 - Carbon footprint of animal feeds
- Public Research Products:** Authored original research on supply, demand, traceability, sustainability trends, and corporate mergers and acquisitions impacting the global supply chains for beef, soy, and palm oil.
- Financial Analysis:** Performed comprehensive analysis of financial institutions' linkages to major companies in animal feed, dairy, livestock, and the agricultural logistics and trading sectors.
- Corporate ESG Risks:** Supported guidance for companies on mitigating scope 3 emissions in their supply chains from the sourcing of food and agri-products.
- Market Intelligence:** Developed both internal and public facing products on specific issues in agri-commodity supply chains.
 - Enhancing traceability to increase exports of Paraguayan beef
 - Mapping major companies in China's animal protein sector
 - Mitigating deforestation risks in palm oil sourcing
 - Agribusiness development in Bolivia
 - Identification of ownership and financial flows to key companies



Steve Wolf

Background

- Steve Wolf is a Consultant for IHS Markit's Agribusiness Intelligence based in Memphis, TN and has been with the organization since 2017.
- Mr. Wolf's experience involves business strategy, crop protection, risk management, biofuels, market feasibility and competitiveness, economic modeling & forecasting, international trade, and M&A due diligence.
- Mr. Wolf is an avid writer, bringing editing skills from his academic and professional career to the agribusiness consulting team.
- Mr. Wolf has had an extensive role in the agribusiness consulting unit's financial tracking and budget analysis, utilizing Microsoft Excel as well as Smartsheets.
- Mr. Wolf received his bachelor's degree in political communication from Louisiana State University and his master's degree in agribusiness from Illinois State University.
- Mr. Wolf's master's thesis focused on international food aid. Also, while at Illinois State, he also was the primary instructor for an undergraduate agricultural marketing course.

Selected Experience

- Crop Protection:** Had an extensive role in a project for a major agricultural corporation examining time-frames for pesticide approvals in various countries including the United States, Canada, China, Australia, Brazil, and Japan.
- Oilseed Market Update:** Prepared updates on oilseeds and vegetable oils twice a month for a client.
- Risk Mitigation:** Has completed work related to foreign animal diseases, as well as crop insurance programs.
- Biofuels:** Has worked on a number of projects related to biofuels, with a particular emphasis on biodiesel (including renewable diesel). Work in this area has included evaluating the existing market and forecasting future production and consumption in order to assist clients with potential investments in the sector. As part of a team with agricultural expertise, a particular emphasis has been placed on feedstock availability and logistics.
- Vertical Farming:** Was the project leader for an evaluation of the vertical farming segment with an emphasis on factors relevant for a client exploring investments in the industry.
- M&A Due Diligence:** Performed market and financial due diligence analysis for financing and investment purposes in various agricultural sectors.

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E. Nolin Huddleston

Background

- Mr. Huddleston is the commercial director for Agribusiness Consulting at IHS Markit. He helps firms understand the global agribusiness supply chain through bespoke consultative services and a market forecasting data platform. He coordinates pipeline and services delivery across a global team of consultants and expert analysts, leveraging deep market expertise and capabilities such as M&A due diligence, market research, and economic & trade analysis to help clients develop strategies, seize market opportunities, and manage risks.
- Mr. Huddleston has led consulting efforts across numerous industries including agribusiness, biotechnology, international development, software, telecommunications, and healthcare.
- Prior to joining Agribusiness Consulting, he served as chief business officer for an international genomic health institute, supported multiple international engagements as a short-term consultant with the World Bank, served as associate director for a boutique consulting firm, and served as an associate on the economic and business analysis team at Booz Allen Hamilton.
- He received his bachelor's degree in electrical and computer engineering from Vanderbilt University and his master's degree in engineering management from George Washington University. He has additional postgraduate coursework in finance, the business of medicine, and data science.

Selected Experience

- **Consulting and Research:** Led and managed a wide variety of regional and global projects across most agribusiness segments.
 - Strategic planning
 - M&A due diligence
 - Custom analytics
 - Sustainability
 - New technology development
- **Strategic Planning:** Worked with clients to develop strategic plans for new investments, future growth, new product introduction, risk management, M&A, and general strategic direction.
- **Due Diligence:** Performed market and financial due diligence analysis for financing and investment purposes in vertical farming, seed and crop protection, fertilizers, and broader agribusiness.
 - Investment in a major global vertical farming company
 - Transportation infrastructure investments in North and South America
 - Global chemical processing investments
- **Policy evaluation and business impact analysis, including:**
 - Impact of national environmental ecosystem credit programs and marketplace development
 - Economic impact of transportation infrastructure investments
 - Economic development policy evaluation

Brendan Neary

Associate Director, Product Management, Maritime & Trade, IHS Markit

Brendan Neary is an Associate Director for Maritime & Trade at IHS Markit. In his role, Brendan drives major projects, programs, and initiatives to enhance PIERS data and provide product and data enhancements to customers. He has a passion for big data and sorting, reviewing, and analysing for current trends, issues, and causes. In recent years, Brendan has led the team in revamping the PIERS solution from its legacy platforms to its enhanced customer-facing technology. He continues this effort and looks to consistently keep PIERS on the forefront of technology and customer experience. Brendan has a degree in sociology from Wagner College in Staten Island, NY. He is currently located in the Manhattan, New York office.

Matthew Paradine

Subject Matter Expert Principal | Maritime & Trade

Matthew has substantial knowledge of the IHS port and movement datasets. He joined IHS 11 years ago and began working as a port's specialist working closely with the master mariners within the team. After many enjoyable years in the ports team, Matthew moved into the IHS Bespoke Data Team where he now works supporting some of the Maritime & Trade Groups largest clients.

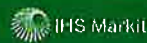
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Turloch Mooney

Associate Director, supply chain, logistics, trade and ports expert Maritime and Trade

Turloch is a senior business intelligence professional who advises organizations on container supply chains and trends and processes in the global trading system. His areas of specialization include container supply chain and logistics processes; maritime and trade physical and digital infrastructure and international trade policy and processes. He has deep expertise in container port infrastructure and investment in emerging Asian markets, container port demand and port and terminal performance. Currently based in Amsterdam, Turloch lived and worked in Hong Kong and Shanghai for close to two decades and has extensive experience and knowledge of container supply chains linked to emerging Asian markets.



Karl Palsgaard

Background

- Karl Palsgaard serves as product manager for the Commodities at Sea service within IHS Markit's Maritime & Trade division
- In this role, he's focused on helping traders, analysts and chartering teams at liquid energy, industrial raw material, agriculture and investment firms to leverage our near real-time trade flow visibility to support critical business decisions including physical and financial trading, to validate or challenge their own understanding of the markets through our independently created, accurate, multi-source intelligence service; and to better shape their short term expectations for the market
- Mr. Palsgaard also works closely with users and prospects to understand unmet needs and potential enhancements that our technical teams could design into the service to improve our clients' overall experience and our service's attractiveness to prospective clients
- He joined IHS Markit in 2014. His experience in global trade goes back 15 years when he worked in a price discovery role in support of commodities trading in Houston
- Mr. Palsgaard studied journalism and economics at Ithaca College in New York state and earned an MBA from Arizona State University's Thunderbird School of Global Management. He lives in south Florida and travels regularly to meet with clients around the world

Point of Contact for PPS Request

- Joe Somers at joe.somers@ihsmarkit.com and phone 1-202-481-3718
- Ken Eriksen at Ken.Eriksen@ihsmarkit.com and phone 1-901-766-4463 or mobile 1-212-444-8280

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KEN A. ERIKSEN – CURRICULUM VITEA

OFFICE ADDRESS

Energy and Natural Resources, Agribusiness, IHS Markit
949 South Shady Grove, Suite 103
Memphis, TN 38120
TEL: (901)766-4463 CELL: (212)444-8280
E-mail: ken.eriksen@hsmarkit.com

EDUCATION **Washington State University**, Pullman, Washington
1994-1996 Master of Arts: AGRICULTURAL ECONOMICS, August 1996
 Thesis Topic: "An Economic Analysis of the Impacts of the North American Free Trade Agreement on the Washington State Transportation System"

1991-1994 Bachelor of Science: AGRIBUSINESS, May 1994

1987-1990 **Green River Community College**, Auburn, Washington
 Associates of Arts Degree, June 1990

LANGUAGE One-year Japanese, speaking and writing

EXPERIENCE **Energy and Natural Resources, Agribusiness, IHS Markit**, Memphis, TN
6/2017-Present Senior Vice President, Client Advisory and Development, Energy and Transportation, and Policy
 Lead and direct IHS Markit efforts in client advisory and development, and energy (solid and liquid energy products), transportation and policy, in risk management, consulting and events.

11/2015-5/2017 Senior Vice President, Client Advisory and Development
 Formed the group and directed IHS Markit efforts in client advisory and development, risk management, consulting and events.

1/2011-10/2015 Senior Vice President, Transportation, Industrials and Energy Services
 Formed the group, and oversaw and directed IHS Markit client service, research, risk management, consulting and events for transportation, industrials and energy.

1/2007-12/2010 Senior Vice President, Transportation and Logistics Services
 Oversaw and directed IHS Markit transportation research, analytic, and consultation services. Research and analysis focus on global grain and oilseed flows by transport

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mode – barge, rail, ocean and ports, evaluating rates, policy, and global crop supply and demand; terminaling; site analysis; vessel operating costs; commodity flows by mode; and infrastructure impact analysis. The research and analysis include the preparation and writing of a *Weekly Transportation Update* and a *Monthly Transportation Outlook*. Client advising focuses on market conditions, competition, and threats and opportunities. The consulting work is multi-faceted including container and intermodal analysis for multiple commodities and products, site selection analysis, modal selection, grain flow impacts, port development, and long-term analysis of the modes.

1/2006-12/2007 Vice President, Transportation and Logistics Services

2/2001-12/2005 Senior Analyst, Transportation Services

1/2000-2/2001 **United States Department of Agriculture, National Agricultural Statistics Service, Washington, D.C.**

Agricultural Statistician, Environmental and Demographics Section

Plan and direct large scale and complex data collection survey of national scope that used multiple frame theory and enumerative techniques. Surveys included "Integrated Pest Management Practices" and "Nursery and Floriculture Chemical Use." Other responsibilities included overseeing genetically modified organism and biotechnology data, and the development and maintenance of the NASS target pest database.

9/1996-1/2000 **United States Department of Agriculture, Transportation & Marketing Program, Washington, D.C.**

Agricultural Economist, Marketing and Transportation Analysis Program

Conduct economic research analysis on domestic and international projects which address marketing and transportation issues. Identify and monitor domestic and international trends and issues and forecast likely outcomes of those to management and professional colleagues. Conduct analysis on agricultural marketing and transportation policy. Compile and manage numerous international, national and regional databases across several industries for analysis. Manage cooperative agreements on specific economic analysis projects. Formulate regulatory analysis and prepare testimony based on the analysis outcome.

Washington State University–Department of Agricultural Economics, Pullman, WA

1/1995-8/1996 Transportation Economist for Dr. Kenneth L. Casavant

Perform economic transportation data analysis and modeling, and develop manuscripts for the Eastern Washington Intermodal Transportation Study (EWITS). Analyze NAFTA's impact on Washington State's transportation network by utilizing a sustainable transportation approach. Evaluate alternative transportation technologies under the emerging NAFTA for moving Pacific Northwest perishable fruits and vegetables to the Mexican market.

1/1995-5/1995 Undergraduate Instructor for Agricultural Economics 210: "Computers in Agriculture"

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- 8/1994-12/1994 Teaching Assistant for Agricultural Economics 210: "Computers in Agriculture"
- 8/1991-5/1994 **Washington State University—Department of Crop and Soil Science**, Pullman, WA
Tech. Assistant I for Dr. Pat Fuerst
- 6/1990-5/1991 **Future Farmers of America: Work Experience Abroad-Around The World**
Five internships to five countries: Scotland, England, Switzerland, Thailand and
Australia.
- 3/1985-8/1996 **Dr. Greg W. Sutherland, D.D.S., M.S., P.S. Orthodontics**, Puyallup, WA
Director of Project Development (on a consultative basis)
- 2/1988-8/1994 **Pacific Maritime Association, International Longshore Warehouse Union**,
Tacoma, WA
College Casual ID
- 6/1983-8/1992 **Eriksen's Advanced Landscapes: Landscape Design and Installation**, Puyallup,
WA
Owner/operator

LEGAL WORK

- Trial Testimony, Lake Charles, LA, Robichaux, Mize, Wadsack & Richardson, LLC
for defendant Lake Charles Harbor & Terminal District d/b/a The Port of
Lake Charles in United States District Court, Western District of Louisiana,
Lake Charles Division, Civil Action No.: 2:16-cv-00146, April 16-17, 2019.
- Deposition, New Orleans, LA, Stockwell Sievert Law Firm, to Robichaux, Mize,
Wadsack & Richardson, LLC for defendant Lake Charles Harbor &
Terminal District d/b/a The Port of Lake Charles in United States District
Court, Western District of Louisiana, Lake Charles Division, Civil Action
No.: 2:16-cv-00146, January 22, 2019.
- Expert Report to Robichaux, Mize, Wadsack, Richardson & Watson, L.L.C. for
defendants Lake Charles Harbor and Terminal District in the matter IFG
Port Holdings, LLC, Plaintiffs v. Lake Charles Harbor & Terminal District,
Defendants, in UNITED STATES DISTRICT COURT, WESTERN
DISTRICT OF LOUISIANA, LAKE CHARLES DIVISION, Civil Action No.:
2:16-cv-146, December 27, 2018
- Expert Report to Robichaux, Mize, Wadsack, Richardson & Watson, L.L.C. for
defendants Lake Charles Harbor and Terminal District in the matter IFG
Port Holdings, LLC, Plaintiffs v. Lake Charles Harbor & Terminal District,
Defendants, in UNITED STATES DISTRICT COURT, WESTERN
DISTRICT OF LOUISIANA, LAKE CHARLES DIVISION, Civil Action No.:
2:16-cv-146, December 4, 2017

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Deposition, Memphis, TN, to Burr & Forman LLP for defendants Veolia ES Solid Waste Southeast, Inc., Veolia ES Solid Waste, Inc., and Veolia Environmental Services North America Corp in the matter Danny Lynn Electrical & Plumbing, LLC, Kevin Potthoff, Jackson's Rocky Ridge Pharmacy, Inc., and First Missionary Baptist Church, Plaintiffs v. Veolia ES Solid Waste Southeast, Inc., Veolia ES Solid Waste, Inc., and Veolia Environmental Services North America Corp, Defendants, in UNITED STATES DISTRICT COURT, MIDDLE DISTRICT OF ALABAMA, NORTHERN DIVISION, Case No.: 2:09cv192-MHT, Class Action, September 13, 2011

Expert Report to Burr & Forman LLP for defendants Veolia ES Solid Waste Southeast, Inc., Veolia ES Solid Waste, Inc., and Veolia Environmental Services North America Corp in the matter Danny Lynn Electrical & Plumbing, LLC, Kevin Potthoff, Jackson's Rocky Ridge Pharmacy, Inc., and First Missionary Baptist Church, Plaintiffs v. Veolia ES Solid Waste Southeast, Inc., Veolia ES Solid Waste, Inc., and Veolia Environmental Services North America Corp, Defendants, in UNITED STATES DISTRICT COURT, MIDDLE DISTRICT OF ALABAMA, NORTHERN DIVISION, Case No.: 2:09cv192-MHT, Class Action, August 15, 2011

Deposition, Ropes & Gray, New York, NY, to Dickstein Shapiro, LLP for defendant Tyson Foods, Inc. in the matter Certain Underwriters at Lloyd's et al v. Tyson Foods, Inc., in Superior Court of the State of Delaware, Case No. 07c-06255 JEB, December 16, 2009

Expert Report, "Impact of Hurricane Katrina on Tyson Foods, Inc. International Chicken Leg Quarter Logistics, Supply Chain and Transportation," to Dickstein Shapiro, LLP for defendant Tyson Foods, Inc. in the matter Certain Underwriters at Lloyd's et al v. Tyson Foods, Inc., in Superior Court of the State of Delaware, Case No. 07c-06255 JEB, July 24, 2009

PUBLICATIONS Author and co-author of numerous publications and reports, and presentations, lectures and training, concerning transportation, policy, agricultural marketing, international trade and information technology while with IHS Markit. Previous publications listed below.

Research

Casavant, Kenneth L., and Ken A. Eriksen. "Methodology For A Statewide Origin-Destination Truck Survey Study." Bulletin of the 5th Conference on the Application of Transportation Planning Methods, Seattle, WA, April 1995: Abstract: 32.

Casavant, Kenneth L., and Ken A. Eriksen. "Methodology For A Statewide Origin-Destination Truck Survey Study." Final Report of the 5th Conference on the Application of Transportation Planning Methods, Seattle, WA, April 1995: 2-25.

Newkirk, Jon, Kenneth L. Casavant and Ken A. Eriksen. "Transportation Characteristics of Wheat and Barley Shipments To and From Elevators in 16 Eastern Washington Counties." EWITS Report #5, Washington State University. February 1995.

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Eriksen, Ken A. and Kenneth L. Casavant. "Trucking in North America Under an Emerging NAFTA: A Country Profile and Potential Prospects for Pacific Northwest Agribusiness Managers." AGRIBUSINESS MANAGEMENT, Department of Agricultural Economics, College of Agriculture and Home Economics, Washington State University, December 1995.

Eriksen, Ken A. and Kenneth L. Casavant. "Agribusiness Management's 'Seamless' Need into Mexico: Transportation Management Issues Emerging from NAFTA." AGRIBUSINESS MANAGEMENT, Department of Agricultural Economics, College of Agriculture and Home Economics, Washington State University, 1996.

Eriksen, Ken A. and Kenneth L. Casavant. "The North American Free Trade Agreement and Sustainable Transportation." Organisation for Economic Co-operation and Development, International Conference Towards Sustainable Transportation, Vancouver, British Columbia, May 1996.

Eriksen, Ken A. and Kenneth L. Casavant. "Identifying Needed Transportation Investment, by Corridor, to Support NAFTA Trade Flows for Washington State." Canadian Transportation Research Forum, 31st Conference of the Canadian Transportation Research Forum: Transport Gateways and Trade Corridors. Winnipeg, Manitoba, May 1996.

Eriksen, Ken A. and Kenneth L. Casavant. "Impact of North American Free Trade Agreement (NAFTA) on Washington Highways Part 1: Commodity and Corridor Projections." EWITS Report #14, Washington State University, January 1997.

Eriksen, Ken A., Kenneth L. Casavant, and Jerry Lenzi. "Impact of North American Free Trade Agreement (NAFTA) on Washington Highways Part 2: Highway Use Assessment." EWITS Report #18, Washington State University, February 1998.

Eriksen, Ken A., Jerry D. Norton, and Paul J. Bertels. "Transportation of U.S. Grains: A Modal Share Analysis, 1978-95." U.S. Department of Agriculture, Agricultural Marketing Service, Washington, D.C., March 1998.

Eriksen, Ken A. and Kenneth L. Casavant. "The North American Free Trade Agreement and Sustainable Transportation." 8th World Conference on Transport Research, Antwerp, Belgium, 1998 (Accepted for publication).

Eriksen, Ken A. "Squeezing Grain Through the Panama Canal." U.S. Department of Agriculture, Economic Research Service, Washington, D.C., Agriculture Outlook, May 1998.

Fuller, Stephen, Fellin, Luis and Eriksen, Ken. "The Panama Canal and Its Affect

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on the Competitiveness of the U.S. in International Grain/Oilseed Markets." Texas A&M University, Department of Agricultural Economics, Texas Agricultural Market Research Center, International Market Report No. IM 1-99, June 15, 1999.

Eriksen, Ken A. "Panama Canal in Transition: Implications for U.S. Agriculture." U.S. Department of Agriculture, Agricultural Marketing Service, Washington, D.C., January 2000.

Fuller, Stephen, Fellin, Luis and Eriksen, Ken. "The Panama Canal and Its Affect on the Competitiveness of the U.S. in International Grain/Oilseed Markets." International Journal of AgriBusiness, Forthcoming.

U.S. Department of Agriculture, National Agricultural Statistics Service. "Pest Management Practices Summary 2000." Washington, D.C., April 4, 2000.

Undergraduate Award Publication, Abstract Third Place Undergraduate Paper Competition:

Eriksen, Ken A. "Forecasting The Impact of Urban Sprawl on Pierce County's Agricultural Areas," American Agricultural Economics Association. 76 (December 1994): 1288.

Eriksen, Ken A. "Forecasting The Impact of Urban Sprawl on Pierce County's Agricultural Areas," American Agricultural Economics Association Journal of Student Papers. 11 (December 1994).

SPEECHES

I am a frequent speaker globally, giving numerous presentations and speeches while working at IHS Markit with retainer and consulting clients, and through IHS Markit's Experts Network and are too numerous to list here. But previous presentations are listed below.

Casavant, Kenneth L., and Ken A. Eriksen. "Methodology For A Statewide Origin-Destination Truck Survey Study." The 5th Conference on the Application of Transportation Planning Methods, Seattle, WA, April 1995. Paper and presentation were awarded as best of session, "Data Development 1," and selected as one of the best 8 papers and presentations out of 130 for the conference.

Eriksen, Ken A., and Kenneth L. Casavant. "Market Opportunities and Advancements in Mexico." International Marketing Program for Agricultural Commodities and Trade Center Annual Meeting, Washington State University, Pullman, Washington, September 1995.

Eriksen, Ken A., and Kenneth L. Casavant. "NAFTA's Impacts on Washington State's Transportation Network: A Look at Canadian Commodity Flows in Washington State." Pacific NorthWest Economic Region Winter Meeting.

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Sunriver, Oregon. December 1995

Casavant, Kenneth L. and Ken A. Eriksen. "Statewide Origin-Destination Truck Models: Current Applications in the State of Washington." Transportation Research Board, 75th Annual Meeting, Washington D.C. January 1996

Eriksen, Ken A. and Kenneth L. Casavant. "The North American Free Trade Agreement and Sustainable Transportation". Organisation for Economic Co-operation and Development, International Conference Towards Sustainable Transportation, Vancouver, British Columbia. March 1996

Eriksen, Ken A. and Kenneth L. Casavant. "Identifying Needed Transportation Investment, by Corridor, to Support NAFTA Trade Flows for Washington State". Canadian Transportation Research Forum, 31st Conference of the Canadian Transportation Research Forum: Transport Gateways and Trade Corridors. Winnipeg, Manitoba. May 1996

Eriksen, Ken A. "Transportation of U.S. Grains: A Modal Share Analysis, 1978-95." Standard and Poor's, TRW-DRI Annual Conference, Washington, D.C. September 1997

Eriksen, Ken A. "Transportation of U.S. Grains: A Modal Share Analysis, 1978-95." Pacific North West Economic Region Winter Meeting. Couer d'Alene, Idaho. October 1997

Casavant, Kenneth L. and Ken A. Eriksen. "The North American Free Trade Agreement and Sustainable Transportation." 8th World Conference on Transport Research, Antwerp, Belgium, 1998.

Eriksen, Ken A. "Transportation of U.S. Grains: A Modal Share Analysis, 1978-95." American Farm Bureau Federation, Chicago, Illinois, September, 1998.

Eriksen, Ken A. "New Frontiers in Agricultural Transportation." Food Distribution Research Society, Monterey, California, October 1998.

Eriksen, Ken A. "International Competitiveness of U.S. Grain Transportation." Oregon State Department of Agriculture, Russia Program, Portland, Oregon, January 1999.

Eriksen, Ken A. "Grain Export Outlook for 1999, St. Lawrence Seaway Implications." St. Lawrence Seaway Development Corporation, Chicago, Illinois, March 1999.

LECTURES

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Agricultural Economics 370, Agricultural Prices.

Washington State University

Introduced students to using electronic mail, navigate the internet using Netscape, gopher, telnet, and FTP. September 1995

Agricultural Economics 425, Economic Analysis of Public Projects and Policies.

Washington State University

Introduced students to Quattro Pro for Windows 5.0. Described the main functions of a spreadsheet: how to enter, edit and perform analysis in a spreadsheet.

Agricultural Economics 210, Computers in Agriculture.

Washington State University Introduced students to Multimedia applications in QuattroPro for Windows 5.0.

TECHNICAL	A thorough knowledge of numerous statistical and mathematical computer software and
SKILLS	programming packages including: Solver; SPSS; SAS; Statistix; MiniTab; GAMS; LINDO; Derive; and others. Also proficient with database (Access, Paradox), spreadsheet (Quattro Pro for Windows and Excel), word processing (WordPerfect and Word), graphics (Harvard Graphics, Presentations and PowerPoint), and multimedia applications and hardware (Asymetrix Multimedia ToolBook) and familiar with remote sensing/geographical information systems packages. An experienced HTML (hyper text markup language) writer and programmer.
ACTIVITIES	Transportation Research Forum, National Newsletter Editor, 1998-2001
AND AWARDS	Transportation Research Forum, Rural and Agricultural Transportation Chapter - President, 1996-98
	ENO Transportation Foundation Fellow
	Food Distribution Research Society, 1996-2000
1993-94	American Agriculture Economics Association Student Section - National President,
	American Agriculture Economics Association Student Section -Western Region Vice-President, 1992-93
	Future Farmers of America "Work Experience Abroad/Around The World" to 25 countries, 1990-91
	Future Farmers of America Project to Japan "FFA/FFJ: A Corridor For International Trade," 1989
	Future Farmers of America National Turf and Landscape Proficiency Winner, 1987
	State Farmer Degree, 1987
	Bible Study Fellowship International, Discussion Leader-1997-98, School Program Leader-1998-2007
	First Evangelical Church, Memphis, TN, Elder-2017-present

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First Evangelical Church, Memphis, TN, Deacon—2008-2017

First Evangelical Church, Memphis, TN, Sunday School Teacher and Leader

Immanuel Bible Church, Springfield, VA, Deacon, 2000-2001

University Evangelical Free Church, Pullman, WA, Deacon, 1994-1996

South Hill Park Board Member, 1986-1990

PROFESSIONAL Eno Foundation Fellow

MEMBERSHIP Food Distribution Research Society (formerly)

Transportation Research Forum (formerly)

Transportation Research Board committee participation:

Freight Transportation Data; Inland Water Transportation; International Trade and Transportation; and Ports and Channels

Updated: April 4, 2022

References Available Upon Request