

Progressive Energies and Renewable Energy



PROGRESSIVE ENERGIES
THE ENERGY PARTNERS

Expertise meets entrepreneurship and integrity

For Progressive Energies, working in the renewable energy industry is more than just hard science, rock solid financials, and alternative fuels. It's also about passion – passion for renewable fuels, people, and doing the right thing in all phases and aspects of the process.

Ask the principals involved in Progressive Energies about the services the company provides and you will hear first their commitment to their customers as individuals. Clete McQuinn, Pat Lappe, Mark Vermeer and their team, together offer the strength of their training and experience in biofuels, project development and management, engineering, and finance. They also offer services for grain crushing and animal fats processing which are integral parts of alternative renewable fuels projects.



“We believe each customer and their circumstance is individual.”

Clete McQuinn

In an industry still in its infancy, it is rare to find a team with the breadth and depth of experience Progressive Energies offers. It is even more rare for these same team members to extend more than professional allegiance to their clients. At Progressive Energies, the relationship they build with each customer is unique, dynamic, and personal.

Specific Biodiesel Experience

Progressive Energies helps its clients identify and mitigate risk involved with biodiesel projects - from inception through production. Our staff will help match your needs with the best processes available, offering flexibility to each of our clients.

By retaining Progressive Energies early in your biodiesel or other renewable energy development process, you open the doors of opportunity to the best solutions for your board, investors, and operational profitability. Progressive Energies does not offer pre-packaged templates with one production technology, varying only in the annual production total.

“We believe each customer and their circumstance is individual,” explained Clete McQuinn. “Our vision for success involves an objective evaluation of the proposed or existing project. Then we put our collective experience to work developing recommendations best suited for the situation.”

- Construction
- Quality control
- Integration
- Plant layout
- Regulatory compliance
- BQ 9000 certification
- Process equipment evaluation and purchase

Because Progressive Energies' focus is so personalized and oriented to the individual client, the staff works well with projects of all sizes, in all phases, in all locations. “We sincerely believe there isn't a question about biodiesel, its related development, production, and marketing, we can't answer,” Clete stated.

That's a big claim. However it's one the Progressive Energies team makes with confidence and the assurance of a company structured to deliver on its promises.

“Our passion for renewable fuels is surpassed only by our desire to add value to our customers' businesses.”

Clete McQuinn

Your Energy Partner

Progressive Energies People

Providing concrete skills and caring service

The principals of Progressive Energies offer significant experience and expertise in renewable fuels. In a relatively new industry, their depth and breadth of knowledge are exceptional.



Clete McQuinn, CPA
President and Chief Executive Officer

Clete brings the benefit of both his certified public accountant status as well as experience in the dynamic aeronautics industry to his role at Progressive Energies. A graduate of Northwest Missouri State University, he spent 20 years in the role of senior executive, gaining experience in structuring transactions, project financing, and private equity placements.

Prior to beginning his career with Progressive Energies, Clete's work included serving as president and CEO of an aircraft parts manufacturer and supplier as well as being executive vice president and CFO of another aviation enterprise. He developed a thorough understanding of compliance and regulatory matters while in these roles.

In the transition from aviation to alternative energy, particularly liquid renewable fuels, Clete now considers himself to be involved in an industry which will make a positive difference for Progressive Energies' clients as well as the nation.



Pat Lappe
Chief Operating Officer

After completing his education in economics, finance, and ag business, Pat Lappe joined the animal fat and oils industry where he learned early on how critical adding value to ag commodities is to the rural economy. His desire to see the ag sector, and its investors, prosper led him to a passion for bringing projects from inception to reality.

Most recently, Pat served as director of construction for a renewable energy company. In that position, Pat worked with projects from their infancy to production, putting his education and experience to work to find solutions to concerns, and developing innovative ideas for an industry creating significant opportunity for producers, investors, and consumers.

“Progressive Energies helps our clients reach their goals - including profitable production during challenging times.”

Pat Lappe

As a principal in Progressive Energies, Pat takes the strengths gained from his experience and lessons learned from early projects and puts that knowledge to work for his customers' benefit. He managed construction of biodiesel facilities, and was also involved in procurement, marketing services, and project development.

His hands-on approach and experience in processing fats and oils adds value to his relationship with Progressive Energies customers.



Mark Vermeer, PE
Director of Construction Services

Mark offers Progressive Energies customers a potent combination of engineering skills and experience along with the business sense that comes from nearly 30 years in the ag construction industry. His degree in civil engineering along with a masters of business administration and hands-on ex-

perience uniquely qualify him for his role as director of construction services.

With experience ranging from project management and business development to consulting, engineering, and design-build activities, Mark's experience speaks for itself. He is a registered professional engineer licensed in Iowa and several other states. Mark is also a member of the National Council of Examiners for Engineers and Surveyors (NCEES). His expertise includes start-up companies, as well as the development and management of turnkey biodiesel projects when he worked for a renewable energy company.



Tim VandyGriff
Director of Risk Management and Procurement

Progressive Energies recognizes risk management as one of the most critical components of successful renewable energy projects. With a background as a market analyst, Tim seeks to assist our customers in achieving profitability. "I believe in Progressive Energies' concept and our vision for where the energy industry is going," he remarked.

A student of the energy sector, Tim sees present inefficiencies in the U.S. being maximized. "I think as we move further down the timeline, we're going to find out just exactly how volatile energy prices can be," he commented. "We will probably see some cleansing as the liquid renewable fuels industry matures."

Tim's vocation and avocation are trading. He has built connections over the years to benefit his clients. Tim focuses on his customers' success and believes in assisting them mitigate risk. By building relationships with suppliers throughout the industry, Tim is able to maintain access to feedstocks and other inputs even in periods of tight availability.

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Megan Fry
Technical Manager

With a focus on finding a career giving her the opportunity to use science for the greater good, Megan earned a degree in mechanical engineering from Iowa State University where she studied alternative energy, biorenewable resource technology, as well as biodiesel utilization and production as part of her coursework.

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Upon graduation, Megan took that knowledge to a position with one of the Midwest's leading biodiesel producers, with an emphasis in quality control. She now serves as technical manager for Progressive Energies.

Megan's hands-on experience includes working with biodiesel start-up projects, biodiesel production, and lab start-ups. She has trained lab technicians on ASTM D6751 compliant testing, and worked on boiler expansion, drawing review, BQ-9000 certification, and plant maintenance. Megan has also conducted HAZOP analysis of facilities, operator training, and control screen review.

Progressive Energies Board of Directors

Trusted advisors, business leaders, value-driven thought leaders.

Progressive Energies benefits from the knowledge and insight provided by members of its board of directors. Each of these individuals offers their own expertise and together their counsel guides Progressive Energies with clarity of purpose and commitment to serving customers with integrity.

Steven W. Gage

The owner and operator of five grain elevators and fertilizer plants in Missouri and Kansas, Steve brings a specific ag expertise to his role as a Progressive Energies board member. In addition to this point of view, he is also involved in real estate transactions ranging from commercial, to agricultural, to housing developments. Steve has also developed his own finance corporation and insurance agency.

Known in the region as a "respected maverick," Steve brings significant grassroots support to Progressive Energies along with the best model for work ethic possible. He's an entrepreneur, innovator, and above all, a doer. His involvement in a project means it gets done. Early on Steve devoted a significant part of his energy to the renewable fuels industry.

Russ Danielsen

For more than 20 years, Russ has been president of Southern Iowa Oil, a company that wholesales and retails gas, diesel, propane, and bulk oil. His vocation gives him the opportunity to be active in the Petroleum Marketers and Convenience Stores of Iowa as well as the Iowa Propane Association. This experience in the petroleum industry translates into key input for this renewable energy company.

Very active in his community of Corydon, Iowa, Russ is considered a motivator by his peers and someone who displays a rock solid temperament. Progressive Energies staff and customers seek his opinions and are never disappointed in the counsel he provides.

Jerry Uitermarkt

As a compliment to Progressive Energies CEO, Clete McQuinn, Jerry is also a certified public accountant with solid business sense and understanding of the business world. He studied accounting at Mankato State College (now Minnesota State University), earning a bachelor's degree with highest honors. Jerry went on to work for one of the "big eight" accounting firms before co-founding Schuring, Uitermarkt, Sims, McCleish, and Ver Meer. This firm has offices in Pella and Des Moines, Iowa, as well as Stanberry, Missouri.

Clete McQuinn and Pat Lappe

Progressive Energies CEO Clete McQuinn and COO Pat Lappe also serve on the company's board of directors.

Progressive Energies Partners with You

Your strengths paired with expertise means the best solutions

Renewable fuels projects inherently carry risk as part of a new industry still developing benchmarks, processes, and testing technology. Progressive Energies helps mitigate risks, putting our staff's experience to work for you no matter the size or stage of your project.

Progressive Energies staff works closely with our customers. Our approach is hands-on with direct involvement of the principals. Because we are not tied to any business model or technology, you benefit from our independence and our personal commitment to helping our customers succeed in a challenging business climate.

Our staff has been involved in biodiesel start-ups representing a half-billion gallons of annual production. More than theoretical knowledge, Progressive Energies offers real world experience.

The renewable fuels industry currently features a certain amount of chaos. Progressive Energies staff provides the skills to manage your project through the upheaval. From ongoing operations management through troubleshooting and quality control set-up and implementation, our staff has been involved in successful BQ-9000 certification processes. We are familiar with ISO procedures and protocols as well.

Part of our commitment to providing "cutting edge" services in this constantly evolving industry involves participation in associations offering continuing education, peer-to-peer networking, and exposure to new technologies.

- ASTM – American Society for Testing and Materials
- AOCS – American Oil Chemists' Society
- NRA – National Renderers' Association
- NBB – National Biodiesel Board
- RFA – Renewable Fuels Association

Our credibility and reputation rest on our business practices and personal character. You can be assured our actions reflect our desire to remain a trusted source of information and service.

"We offer specific experience in facility design, construction, and management under a variety of circumstances and diverse technologies. We link the systems and help integrate the 'brick and mortar' elements successfully."

Mark Vermeer, PE

Progressive Energies Case Study

Changing oil seed processing expectations

Since feedstock availability and pricing are the hallmark issues facing the biodiesel industry, PEI stays current with trends and news relating to this issue. Algae as a feedstock may have huge implications to the industry since, on a per-acre basis, it has the potential to produce 40 times the oil soybeans produce. However, we know soybeans represent the single most prevalent oilseed crop in the United States, with canola a distant second. Progressive Energies seeks and knows of the newest processes relating to the extraction of oil from vegetable seeds.

To that end, PEI is currently designing a plant that will "scale down" oilseed extraction utilizing hydrocarbon solvents instead of the traditional mechanical presses which are extremely costly to operate and offer much less oil yield efficiencies. For example, the soybean extraction plant PEI is working on will yield 40 to 50 percent more oil and at a fraction of the operating cost as a traditional mechanical extraction plant. This ability will allow investors to vertically integrate on a small scale by matching a small crush plant with a similar biodiesel plant, which will further allow them to hedge their feedstock supply and be able to take opportunities in both the biodiesel and oil markets.





Progressive Energies Experience and Opportunity

PEI offers experience in traditional processing as well as solutions on the cutting edge for those willing to be innovators in the industry. Progressive Energies staff members will meet with all prospective customers to evaluate needs and plans for entering or expanding biofuels projects, including:

- Process technologies
- Size or output requirements
- Skid or non-skid manufacturing unit
- Feedstock availability and mix
- Existing infrastructure availability (utilities, buildings, etc.)
- Process heat sources
- Water or waterless technology
- Crude glycerin quality
- Wastewater discharge considerations
- Permitting environment

With this experience comes the knowledge and ability to offer guidance through confusing commodity markets which have the greatest impact on biofuels production profitability.

Progressive Energies staff members have the interest to work internationally and the capabilities to assist in feedstock supply with experience in more than oil seed processing including animal fat rendering, the collection and processing of recycled cooking oil, and adding value to co-products generated from ethanol production, oil seed processing, and rendering.



“Ensuring a quality final product. We can help assess and implement necessary quality control methods and adjust systems to meet expectations.”

Megan Fry

Progressive Energies personnel can assist in batch or continuous processing along with all related equipment to either fine tune your process or build it from the ground up.

We measure our success by evaluating how successful we are at developing a project with the goal of mitigating risk to the investors. Some of the greatest risks to investors are:

- Underestimating natural resource and infrastructure requirements (water, gas, electric, rail service, etc.)
- Underestimating environmental permitting (water discharge, air quality, wetlands disturbance, etc.)
- Undercapitalization (requiring them to go back to the investors for more money)
- Overpayment (paying more for the project than they should have)
- Underperformance (project does not perform to the level the business plan requires to obtain debt-retirement and return-on-investment goals)

With more than 100 years of experience in biofuels and related fields, Progressive Energies has the team to help you succeed and manage risks.

Progressive Energies offers these experiences:

- 20+ years of international business development
- 20+ years of risk management
- 20+ years of ag construction
- 20+ years of animal fat and recycled cooking oil
- 20+ years of innovative solutions

And we offer a lifetime of serving others, following the Golden Rule, and working to humanity’s greater good.

Engaging Success

No matter the stage, size, location, or diversity of your renewable fuels or grain crushing project, the principals of Progressive Energies will meet with you to learn your goals and discuss how we can help you reach them.

Renewable energy expertise like that found at Progressive Energies, when paired with a business philosophy focused on partnering with our customers, will prove beneficial.

Contact us to see how we can help navigate the complexities of development, construction, production, and expansion. Our methods and staff combine for the best outcome possible despite challenging circumstances.

“We bring a dimension not everyone else has. Our focus is on our customers and working closely with them to enable their success.”

Tim VandyGriff



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