



Western Agricultural Services



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California

Western Agricultural Services Services

- o Farm & Ranch Management
- o Appraisal
- o Real Estate Brokerage
- o Consulting



Western Agricultural Services Client Base

- o Absentee owners & partners
- o Longevity of client base
 - o Transition of next generation into ownership roles



Western Agricultural Services Properties Managed

- Direct management of employees
- 50,000+/- acres in five northern California counties
- Distance & variation in geography
 - 20% irrigated
 - 80% dry land



Western Agricultural Services Properties Managed



Employees

90 W2's last year

Challenges of work force

Lack of experience, illegal immigration issues,
fewer applicants, work ethic

Western Agricultural Services Properties Managed

- California Challenges
 - Commodity vs. Niche Market
 - Regulations
 - High taxes
 - High operating costs
 - Climate variations
 - Wildlife
 - Economic downturn



Western Agricultural Services Appraisals

- Complimentary service for clients
 - Limited time available
 - Keeps us informed with marketplace
 - Interesting properties & clients



Western Agricultural Services Real Estate Brokerage

- Complimentary service for our clients
 - Limited time available
 - Financially beneficial
 - Keeps us in-tune with marketplace

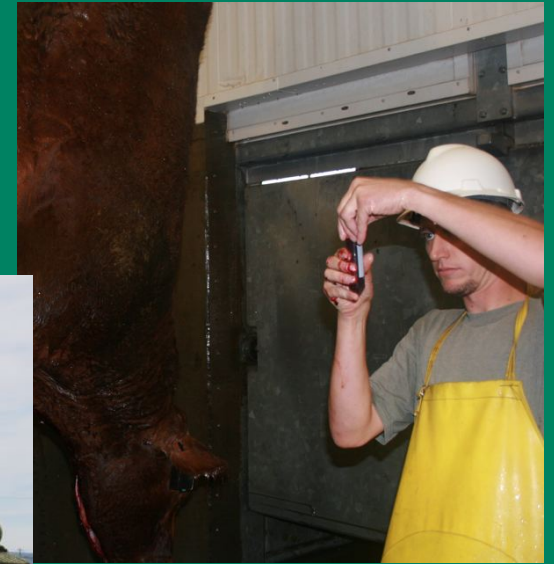


Western Agricultural Services Opportunities

- Niche Markets & Unique Operations
 - Wild rice production
 - Mint
 - Specialty hay
 - Timothy and alfalfa
 - Orchard grass



Western Agricultural Services Prather Ranch



Cattle, Hay & Bovine Pharmaceutical Operation

Western Agricultural Services Prather Ranch



- Organic & Natural Beef
- Bovine Raw Materials
for Pharmaceutical
Industry



Western Agricultural Services Certified Humane

QuickTime™ and a
TIFF (Uncompressed) decompressor
are needed to see this picture.



Western Agricultural Services Research Partnerships



- Research with universities
 - School & organization tours
 - Research projects with UC Co-op system
 - Test of young sires
 - Test for tenderness gene in herd sires



Western Agricultural Services Organic Strawberry Transplants



Western Agricultural Services Direct Marketing

- Retail outlets
- Farmer's markets
- San Francisco Ferry Building storefront

Web site information:
www.closedherd.com
www.pratherranch.com



Western Agricultural Services

Good stewards of the land and wildlife



*Photos by
Mary Rickert*

