



Holsum
Dairies



Partners in Agriculture

Bob Nagel, MS, DVM
Managing Partner

- Two dairies located 4 miles apart
- 8,000 head Holstein cows
- 100 employees
- >75 vendors, >40 farmers
- 15,000 acres of cropland (not owned)
- 3,200 Calves on site – remainder at custom growers



Methane Digesters

- Each dairy was built on green field site with methane digester incorporated in design.
- 2 CHP Guascor engines at each site.
- >2 Megawatt combined capacity.
- Lot of synergy by having digesters at dairies.
- What is our core business?





Challenges running Digesters

- Lack of technical expertise on engine maintenance.
- Network for other resources related to the digester.
- Dedicated management time and resources.



Holsum Dairies Approach

- Find technical partners with like-minded business philosophy.
- Create business partnerships with a “Win-Win or Loose-Loose” structure.
- Work hard to maintain good communication
- Clearly communicate expectations.

Holsum Dairies Approach

- Entered into contract with Martin Energy Group for service and maintenance.
- Structure the incentives for both sides.
- Rate based on run time for CHP units. As run time increases, so does rate per KWH.
- Scheduled service well organized and planned.

The Results

- Run time on CHP units more than doubled – both parties “Won”.
- Maintenance changed from “fire engine” to programmed maintenance.
- Input on systems and technologies related to digesters.
- More resources and time for our core business.

Challenges Going Forward

- Projects need to be profitable. A successful business makes most things run easier.
- How will politics impact business in the future?
- Sorting out true technology from hopeful promises.
- Good business partners are golden.

