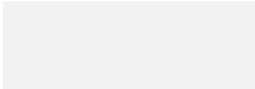




COMPANY INFORMATION

Date: 8/9/2022



Company:	Robert W. Baird & Co. Incorporated ("Baird")		
Phone:	651-426-8533 / 908-400-9416	Web Site:	rwbaird.com/publicfinance
Address:	777 E Wisconsin Ave	City:	Milwaukee
State:	WI	Zip Code:	53202

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Paul Donna	Name:	
Phone:	651-426-8533	Phone:	
Email:	pdonna@rwbaird.com	Email:	
Address:	7755 3 rd Street North, Suite 400	Address:	
City:	St. Paul	City:	
State:	MN	State:	
Zip Code:	55128	Zip Code:	

BUSINESS HISTORY

How long have you been in business? Since 1919

Are you part of a larger company? Yes No

Did you exist as another company before this company was formed? Yes No *If so, what was that company's name?*
 First Wisconsin Company (1919), First Wisconsin Trust Company (1924), The Securities Company of Milwaukee (1934)

Number of employees? 4,700

What is your business structure? C Corporation

Describe your business service(s). *For example: consulting, project development, EPC services, finance, other.*
 Bond Underwriting and Placement Agent Services; Financial Advisory

Describe your area or region of operation.
 Domestic United States

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

Do you manufacture equipment? Yes No *If yes, please describe.*

Do you integrate equipment manufactured by others? Yes No

If you integrate, please list the names of the preferred companies you represent.

How do you answer potential customer's questions about financial strength of your company?

As of June 30, 2022, Baird has a net capital of \$649,460,299, which provides a legal underwriting capacity of \$9,194,900,000

Do you offer technical/service support? Yes No *If so, what methods?*

Do you offer design services? Yes No *If yes, please describe.*

Do you offer financing? Yes No *If so, what terms?*

Tax-exempt and taxable interest rates; terms to be negotiated based on project

Are you a full stop shop? *Design to construction to operating the project.* Yes No *If so, please describe.*

Do you have preferred partners? Yes No *If so, please list and provide contact information/identify partners by name.*

Environmental Benefits – Do you provide environmental benefits to the farm? Yes No *If so, please describe. For example: GHG credit application, planning and permitting, marketing and sales.*

Do you have experience monetizing environmental attributes from your projects? Yes No *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

LCFS and RINs credits

Economic Benefits - Does your business model provide economic benefits to the farm? Yes No *If so, please describe. For example: added revenue and cost reductions to help financially sustain the farm.*

Reduced overall cost of capital

Do you underwrite and secure supply agreements? Yes No *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

Do you secure offtake agreements? Yes No *If so, please describe. For example: agreements for power, products, or credits.*

Do you evaluate potential markets for the farm? Yes No *If so, please describe what markets. For example: soil amendments, manure fiber for products, recovered phosphors, nitrogen, or carbon for other industries.*

Do you have experience with USDA's financing options for farmers? Yes No *If so, please describe. For example: NRC's EQIP program loans and grants.*

USDA REAP loan program and DOE loan guarantee programs

Do you have experience with large and small farm projects or community projects? Yes No *If so, please describe.*

Do you have a standardized deal structure? Yes No *If so, please describe.*

Do you provide a performance guarantee? Yes No *If so, what are you guaranteeing? For example: up time, O&M cost reduction, efficiency improvement, other.*

Newtrient 9-Point Score Information

Are you currently operating on at least three North American dairy farms? Yes No

Do you have a record of reliable performance for more than 12 months on at least three farms? Yes No

Are you currently operating on at least 10 North American dairy farms? Yes No

What are the capital costs to the farm for working with you? *Please clearly define what is and is not included in these costs, Ranges are acceptable.*

N/A

What are the annual operating costs for working with you? *Please clearly define what is and is not included, Ranges are acceptable.*

N/A

What value do you deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, increased milk production, cow comfort, etc.).*

We deliver low cost capital

Do you feel an in-depth Information Request is needed to help people understand what you are offering? Yes No
Newtrient has an extensive information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.