Distillers’ Whole Stillage

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(Re)verse Pitch Competition
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# Steps in Making Whiskey

## A Typical Week in Production

<table>
<thead>
<tr>
<th>Day 1</th>
<th>Day 1</th>
<th>Day 1</th>
<th>Day 4</th>
<th>Day 5</th>
<th>Day 5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mill</strong></td>
<td><strong>Cook</strong></td>
<td><strong>Ferment</strong></td>
<td><strong>Distill</strong></td>
<td><strong>Bottle</strong></td>
<td><strong>Barrel</strong></td>
</tr>
<tr>
<td>Roller Mill grinds grains into a coarse flour.</td>
<td>Grains are heated to convert starches into sugars.</td>
<td>Yeast works its magic.</td>
<td>Ethanol is separated from other chemical compounds in beer.</td>
<td>After proofing down, spirits can be immediately bottled.</td>
<td>American whiskey typically ages from 2-12 years.</td>
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What is Distillers’ Whole Stillage?

We convert the grain starches into simple sugars and the yeast converts these sugars into alcohol (and CO2). We leave all the original proteins and fats in the grain.

A standard batch (cook) is 3500 lbs of grains and 1800 gallons of water. Our standard mashbill is 2500 lbs of white corn, 700 lbs of red wheat, and 300 lbs of malted barley.

The Whole Stillage are approximately 90% water and have a crude protein content of approximately 3%-4%.
STILL’s 2018 Production Goals

- Spirits production: 1500 53 gal barrels (or about 30 barrels/week)

- Whole Stillage production: 500 gal of stillage is produced for every spirit barrel produced

- 2018 Whole Stillage production: 15,000/week and 800,000 gallons/year
Current Disposal Method

Whole stillage is a byproduct of the production process

Give it to Farmers: Several farmers currently pick up relatively small volumes of the product to feed to their farm animals (e.g. Cattle, hogs, goats)

Or pay to have it hauled off as waste @ approximately 20 cents/gallon

The cost to haul off all of the stillage we expect to generate in 2018: $160,000
Terms

Free to good home!

Need partner that is consistent and reliable

Still Austin is looking for a partner that will empty our stillage holding tank twice per week

It is expensive and disruptive if we run out of room in this tank
Broader Availability

Common byproduct of brewers, distillers, and ethanol plants

Potential business model would be to convert whole stillage into dried distillers’ grains which have a long shelf life and are sold on commodities market.
Questions

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