

Billy Tiller, CEO of GFA **(Grower Freedom Alliance)**

I grew up on a farm in Bula, Texas (west of Lubbock) where I still reside. I graduated from Texas Tech University in 1986 with a degree in accounting.

I have had an adventurous career that has taken me down many paths. I wake up every day ready to see what is next. I have been moderately successful at numerous businesses and then a couple of times I had the right teams to really shine. My maturity has let me see that brilliance reflects all those surrounding me, and that is humbling and gratifying. I value personal integrity in my employees and partners and found that to my key to success.

I have 41 years in ag production, a fourth-generation farmer in Lamb and Bailey counties of Texas. In addition, I have experience with grain sorghum storage and processing, ag banking, rural telecommunications, and the last 15 years in software and ag data management. I was recognized by others as a “problem solver” in the ag sector and have testified before the U.S. House Ag Committee and its Subcommittees.

I have accomplishments in the “Big Ag Data” arena which include being a speaker and panelist over the last few years at many events featuring ag data. In July 2017, Precision Ag Professional and Meister Publishing recognized me as one of the Top 10 Most Influential Precision Farming Advocates for 2017. This award was the result of a partnership between an ag data company I founded and the larger Ag Data Coalition.

I currently manage a company building an irrigation data project in Nebraska with the Twin Platte Natural Resource District known as the Water Data Program (TPNRD WDP). The team created the Grower Dashboard and the algorithm to calculate irrigation on a field level basis for users in the TPNRD WDP. Today this project represents the largest fixed device IoT deployment in the world with over 300,000 acres under our integration. It has thousands of wells, fields, and devices. The unique characteristic that scaled the project quickly was the integration with the Electric Smart Meter on the farms that had electric wells and collaboration from well drilling companies, electric providers, and others servicing the area.

I have a long history of working with Texas Tech University and the TTU Innovation HUB at Research Park. I am proud of the work I have had over time with TTU, and I am hopeful to be continuing the work well into the future.

In January 2022 I met Rick Shang, CEO of Vulpes Corp, at the American Farm Bureau’s Innovation Challenge. Rick had immigrated to the United States from China, and his family was still in China operating commercial scale manufacturing plants for chemicals and



pharmaceuticals. Rick and I started a journey that allowed me to evaluate products from their manufacturing at my farm on a small scale. The process was to evaluate Rick's proposition that increased purity of agrichemicals would lead to increased efficacy. The products I evaluated had 99+ percent purity and they performed incredibly well.

The next question was can Vulpes produce in the United States and be cost competitive? Rick had the data from their Chinese manufacturing operation and his partner in the United States, Greg Shapiro, has deep manufacturing experience. This team in the U.S. along with myself modeled, verified data, and evaluated our bottom lines and concluded that onshore manufacturing of agrichemicals could be successful. It became evident that Rick's team had experience in lean manufacturing of agrichemicals at high-quality standards. I had found the best possible partner for agrichemical manufacturing.

I have spent the last 12 months looking at facilities for manufacturing, talking to venture capital, speaking with private equity firms, and trying to steer this down the path of agrichemical production in Lubbock Texas. Vulpes Corp have opportunities to be in 2 other states, but the Lubbock opportunity is the greatest potential to build a partnership with a group involving direct access to farmers. My goal is to create a successful company that partners with Vulpes Corp, creates a shorter supply chain, and lowers the cost of chemicals to the customers of GFA Texas.

I wanted to decrease the costs of generic agrichemicals to farmers and that does not make for a great business plan for venture investors that want to exit a business at a multiple of their investment. If Vulpes/GFA receive venture funding, this will only lead to additional problems in lowering the cost to farmers of our products. I met with Vulpes and asked for the chance to do something that could make a real difference to my family and support the effort to give my grandkids a chance to farm if they want it. If something does not change in the cost of production, then I fear that family farms will be presented with an insurmountable challenge to continue.

Rick and his dad Dihui are committed to creating a new paradigm in the chemical supply chain. Dihui is 60 years old and has decades of experience in chemical manufacturing. He was a son in an extremely poor family in remote China, and they were farmers. He elevated out of that station in life because of his high scores in school, but he still knows the plight of his family. They want me to have the opportunity to change the cost of production for U.S. farmers.

Farmers are fed-up with the status quo. Higher and higher prices in the agrichemical world and little innovation in the last decade. My margins at the farm have taken a hit and I want to try to try a different path. I want to organize a large buying group of at least 400 farmers, GFA Texas, who will get this agrichemical production rolling at prices that allow us to stay in business. It will take a membership into the buying group by farmers to provide the funding necessary to launch this business and the partnership with Vulpes.

Please email me and ask me how you can participate.

Thank you,

Billy Tiller, CEO

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