

#### **Overview Presentation**



# Building Partnerships to Solve Major Environmental Problems

2014 Sustainable Company of the Year





Portfolio Company

# Common Sense Economic Solutions to Nutrient Loading & Pollution





80-95+%+Phosphorus removal and recovery

Every pound of Phosphorus recovered = a pound that will never enter the Chesapeake Bay







#### Developed by USDA-ARS

Patent - March 18, 2014 - 8673046

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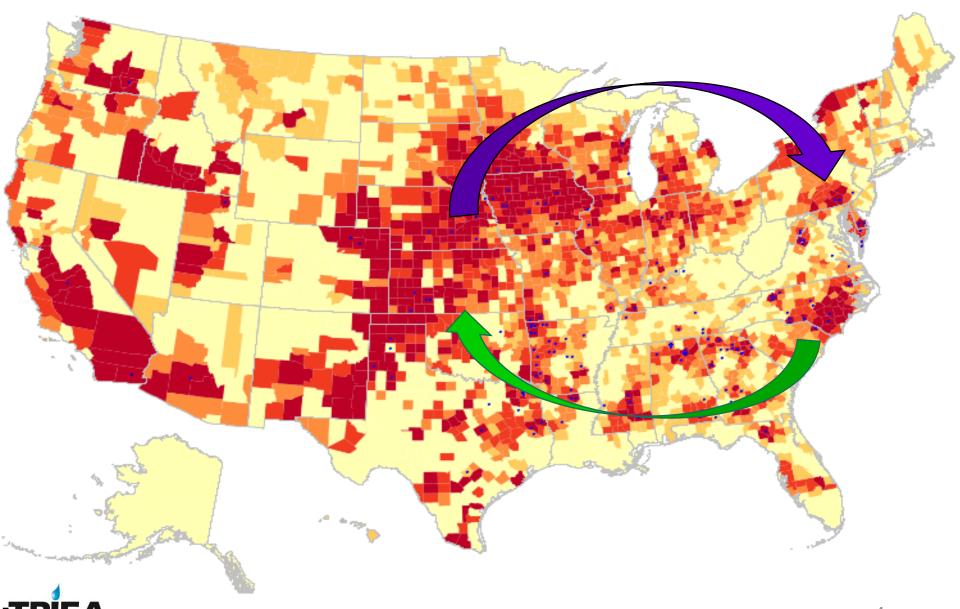
Effective on all forms of animal manure and human bio-solids

Awarded a \$250,000 development grant from Md. Dept. of Natural Resources

Three pilot plants in design – Eastern Shore, Negoa Illinois, Ephrata Pa



# Issue & Opportunity



### Goals

Goal = Average 90+% Phosphorus Recovery

Dramatically reduce nutrient loading in the Chesapeake Bay region

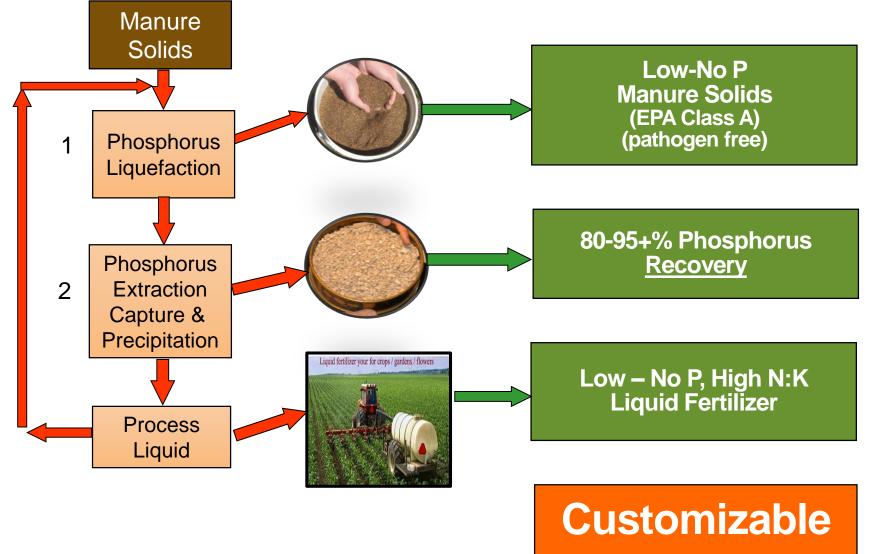
Keep as many resources on local land as possible

Create new economic opportunities for farmers



# Quickwash 4







## Results to Date

Manure Type	Average % P Recovery
Patent/Research Results (Poultry)	72-83%
Poultry (West Virginia) (1st run)	76-85%
Poultry (Southern PA) (1st run)	70-90%
Swine (Illinois) (1st run)	98%

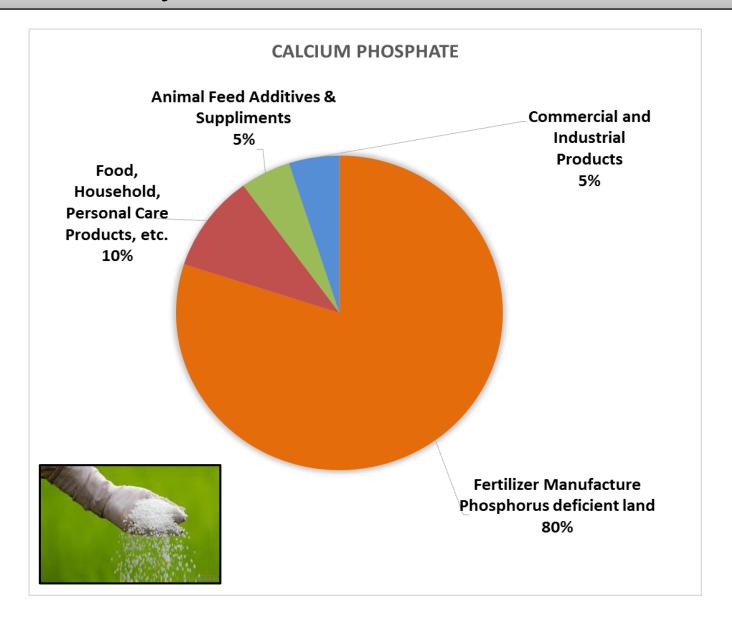


# Potential Economic Opportunities

Current By-product Economic Value	Current Estimated Price/ton
Calcium Phosphate (Liquid or Solid)	\$400-\$700
EPA Class A Compost (Landscape Quality)	\$35-\$90
Liquid Fertilizer (Composition Dependent)	\$500-\$750
Nutrient Credit Trading	????????



# By-Product Uses





## **Product Outlets**

By-Product	Outlets	
Calcium Phosphate	Direct to farm fertilizer in phosphorus deficient areas of country      Industrial commercial shows a distributors, brokers	
	Industrial, commercial chemcial distributors, brokers	
Manure Solids	Direct to farm compost and soil amendment     National & International high quality compost markets	
	Manure to Energy system feedstock	
Process Liquid	<ul> <li>Direct to farm low-no P, high N/P fertilizer</li> <li>National and International markets</li> </ul>	



# Operational Strategies



Greatest flexibility in implementation

On farm systems

Mobile processing platforms

Regional processing facilities

Manure to Energy processes

Establish by-product aggregation service



# Strategic Business Partners



- Renewable Nutrients, LLC
- University of Maryland Baltimore County
- Maryland Dept. of Natural Resources
- Maryland Industrial Partnership
- Synergistic Environmental Solutions
- Keystone Engineering Group
- Kershner Environmental Technologies
- Red Barn Consulting Nutrient Credit Trading



## Stakeholders

Growers/Farmers	Institutions	Organizations
Cottage Hill Farm, Petersburg, WV	University of Maryland Baltimore County	Delmarva Poultry Industry
Woodward Farms, Preston, MD	University of Maryland	USDA, Florence, SC, Beltsville, MD
E&J Farms, Kraemer, PA	University of Maryland Extension Service	Maryland Industrial Partnerships
Walk Stock Farm, Neoga, IL		Rural Maryland Council
		Technology Development Corp (TEDCO)
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MD Clean Energy Center





# Building Partnerships with the Agriculture Industry

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