



Brown Grease

Separation Technology

Downey Ridge Environmental
Company

Ansted, WV

The patented **Greasezilla system** solves the grease trap waste problem for public treatment works and liquid waste haulers



It's a \$25 billion problem



Business models

1. Outright sale

- Cost of goods: \$300,000
- Customer pays \$600,000

2. Revenue share

- Cost of goods: \$300,000
- Customer pays zero up front
- Tiered revenue share, up to 50–50

Return on investment

- EBIDTA = \$800K to \$1M
- ROI = < 1 year
- Y1 IRR = 79%
- Y5 IRR = 184%

Greasezilla separation system

- Draws on unlimited feedstock
- Burns <5% of the fuel it generates
- Uses hydronic fluid rather than steam for heat transfer
- Scalable and portable
- Easy to operate
- Requires limited maintenance
- No special permits or emissions controls required

Greasezilla separation system

- Biofuel offtake:
 - No additional processing required prior to use
 - 0.01% moisture
 - Zero suspended solids over 50 microns
 - Very clean burning with no greenhouse gases
 - Commands a premium price on the Jacobsen commodity exchange

Development status

- R&D and commercialization completed
- Self-funded (\$950,000)
- Offtake contracts secured
- Manufacturing and installation subcontractor secured
- Strong relationships with POTWs and waste haulers
- Initial sales of \$1.2M
- USDA grant (\$50,000) and guaranteed loan (\$250,000)

Competing Technologies

- Require labor-intensive cleaning of heat exchangers
- Have higher maintenance and higher OPEX
- Produce offtakes that do not meet commodity trading specifications, and require disposal
- Are not easily scalable
- Are not patented

Key customer segments

- Private and publicly owned treatment works
 - serving MSAs with populations of 300,000 to 1,000,000
 - *with anaerobic digesters
- Larger waste haulers (\$5 million+ annual sales)

5 installed systems + active sales pipeline

Installed

- New York
- Massachusetts
- West Virginia
- U.S. Virgin Islands
- Chile

Leads

- Alabama
- Florida
- Georgia
- Louisiana
- Massachusetts
- Texas
- Virginia
- Washington
- Australia
- Brazil
- Colombia
- Mexico

Downey Ridge team

Management

- Ron Crosier, President
- Clint Houck, VP, Business Development
- Shane Zickefoose, VP, Manufacturing

Paid Advisors

- Brian Levine, Business Development
- Beverly Heath, Channel Marketing
- Robert A. Molan, IP counsel

Goals

- Install 3–5 systems in the next 18 months
- 2 of these would be private/public ventures
- Install 5–10 systems per year thereafter

Customer:	Some Company In FL	Market:	Jacksonville	Market Radius:	50
Market Population		Market Capture %			
1,000,000		20.00%			
Grease % in Received Waste	Received Waste (gal)		Greasezilla Fuel Produced (gal)	Within the Capacity of One Unit	
5.00%	8,800,000		440,000		
Tipping Fee (gal)	Tipping Fee Revenue		Effluent (gal)	Effluent Disposal Rate	Effluent Disposal Cost
\$0.10	\$880,000		8,360,000	\$0.0100	\$83,600
Expected OPEX		Market Value of Brown Grease (gal)	Revenue from Brown Grease	Total Revenue	Revenue less Disposal Costs
Electricity	\$3,000	\$1.00	\$440,000	\$1,320,000	\$1,236,400
Labor	\$20,000				
Supplies	\$3,000				
Misc. Utilities	\$1,000				
Wear Parts	\$2,000				
OPEX	\$29,000				
			Gross Revenue		
			\$1,207,400		
Greazezilla 5 yr IRR					
Property Lease	\$60,000		Initial Investment	-\$600,000	
Expected CAPEX	\$600,000		Market Increase		
EBITDA	\$1,147,400		5.00%	Year 1 CF	\$1,075,400
ROC 12%	\$72,000			Year 2 CF	\$1,135,770
Net Cash Flow	\$1,075,400			Year 3 CF	\$1,199,159
				Year 4 CF	\$1,265,716
				Year 5 CF	\$1,335,602
ROI in Yr 1	0.52			IRR	184%
IRR (1st year only)	79%				\$6,011,647

Key points

- Product, market & supply chain in place
- Strong customer relationships
- Zero development risk
- ROI = < 1 year
- Y1 IRR = 79%
- Y5 IRR = 184%

Our Mission: to solve the costly sewer overload problem for publicly owned treatment works – and produce an advanced biofuel offtake – using a system and business models that together offer exceptional ROI

From FOG to fuel

