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
<table>
<thead>
<tr>
<th>Customer:</th>
<th>Some Company in FL</th>
<th>Market:</th>
<th>Jacksonville</th>
<th>Market Radius:</th>
<th>50</th>
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</thead>
<tbody>
<tr>
<td>Market Population</td>
<td>1,000,000</td>
<td>Market Capture %</td>
<td>20.00%</td>
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<tr>
<td>Grease % in Received Waste</td>
<td>5.00%</td>
<td>Received Waste (gal)</td>
<td>8,800,000</td>
<td>Greasezilla Fuel Produced (gal)</td>
<td>440,000</td>
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<td>Tipping Fee (gal)</td>
<td>$0.10</td>
<td>Tipping Fee Revenue</td>
<td>$880,000</td>
<td>Effluent (gal)</td>
<td>8,360,000</td>
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<td></td>
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<td>Effluent Disposal Rate</td>
<td>$0.010</td>
<td>Effluent Disposal Cost</td>
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<td>Expected OPEX</td>
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<tr>
<td>Electricity</td>
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<tr>
<td>Labor</td>
<td>$20,000</td>
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<td>Supplies</td>
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<td>Misc. Utilities</td>
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<td>Wear Parts</td>
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<td>OPEX</td>
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<td>Property Lease</td>
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<td>Expected CAPEX</td>
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<td>EBITDA</td>
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<td>ROC 12%</td>
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<td>Net Cash Flow</td>
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<td>ROI in Yr 1</td>
<td>0.52</td>
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<tr>
<td>IRR (1st year only)</td>
<td>79%</td>
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<td>Greazezilla 5 yr IRR</td>
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<td>Initial Investment</td>
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<td>Market Increase</td>
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*Within the Capacity of One Unit*
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