



BUSINESS SUMMARY

Sunshine Organics & Compost LLC
Jacksonville, FL

Replenish the Earth for Generations to Come

Our mission is to collect food, agricultural, and forestry waste, process it into nutrient-rich organic compost and biochar, then return it to the soil. Where it re-enters the growth cycle at your local farm or in your backyard garden, making the environment and local communities healthier.

Problem/Issue To Solve: The United States has an organic waste problem. Organic/food waste is the single largest component that takes up space in landfills across the country, which causes landfills to release toxic amounts of methane gas, according to the United States Department of Agriculture.

According to the EPA, landfills are the third largest source of methane emissions, annually emitting the carbon dioxide equivalents of nearly 250 million barrels of oil, or over 23 million passenger vehicles driven for one year. Food waste, a main contributor to methane emissions, alone accounts for 30% of all municipal solid waste. Diverting large amounts of food waste to composting has the potential to significantly reduce the large amount of methane emissions contributed by landfills.

While 40-50% of food is wasted and thrown away in the United States, 30% of landfills are filled with organic material that can be composted or turned into biogas; and it creates an amazing opportunity for investment and innovation. According to the U.S. Environmental Protection Agency, more than 75% of food and agricultural waste and nearly a quarter of all yard trimmings end up in landfills or incinerators. The vast amount of this material represents an important opportunity for increasing compost output and value. Expanding access to composting would support significant environmental and economic benefits across the country.

On a micro scale, the Southeast US does not currently have the infrastructure in place to handle this waste and is landfilling more than most municipalities in the US. Every major city within the continental United States should have access to an organic waste facility that recycles this waste.

Through the use of pyrolysis and composting, we can take in agricultural waste, manure, food waste, yard waste, and FOG (fats, oils, and grease from restaurant waste). All of these wastes have tremendous potential value in our facility; where we can turn the waste into biochar or compost, depending on the type of waste and its greatest value.

How To Solve This Problem: Sunshine Organics & Compost is in the business of operating organics and compost facilities to divert food waste and organic green matter from landfills. We accept food waste, FOG, yard waste, and manure and convert it to high-end compost, biochar, soil amendments, pine bark, and mulch. Sunshine Organics & Compost is a commercial compost

and biochar business in North Florida. We opened our doors in Jacksonville FL in 2020 to take in wasted organics and turn it into usable products for farmers, landscapers, and other end users. As we ramp up production in Jax, by Year 3 we will divert over 60,000 tons of waste from the landfill once we hit capacity, which will make us one of the largest food waste commercial compost facilities on the east coast.

With 30% of our landfills being filled with organic waste that can be composted, composting is a great alternative to what most people are doing now with their waste. Every major city in the US should have a facility where they can bring food waste and yard waste. Unfortunately, many do not! In order to advance composting activity in the U.S., robust investment into composting infrastructure is needed. Many regions of the U.S. – especially in rural America – can be classified as “compost deserts.” In fact more than 80% of Americans do not have access to food scrap composting. Fortunately for us, most major cities don’t have a facility like this yet. And currently legislation will only help as we grow and navigate this industry.

Our goal, as we expand to new cities and municipalities, is to expand compost and biochar as the main diversion point. With the addition of pyrolysis and composting in our organics facilities, we can take in our current application of food waste, ag waste, and yard waste.

Environmental Impact: From an environmental standpoint, there are fewer things greater for our environment than the natural process of composting and biochar. Food scraps and yard trimmings, when sent to landfills, produce methane, a greenhouse gas with a global warming potential 84 times more powerful than carbon dioxide in the short term. By composting instead, we can greatly reduce the greenhouse gas emissions currently emitted from landfills. Compost enhances the soil’s ability to sequester and keep atmospheric carbon in the earth through building soil organic matter. Because compost is rich in organic matter and nutrients, it benefits soil health and the environment through structural amelioration, increased water holding capacity, and greater water infiltration capabilities.

And for every 1 ton of biochar we produce, we can sequester 2.35 ton of carbon dioxide from the air we breathe and we trap it back into the soil (where it belongs) for hundreds of years. This means that if we can divert 80,000 tons of biosolids, FOG, and food waste from the landfill annually, we would be saving 70,400 metric tons of GHG emissions from being released into our atmosphere, per location, per year. If we produce biochar from ¼ of the 40,000 tons of wood debris we are bringing in annually; we can sequester 23,500 tons of carbon dioxide from the atmosphere per location, per year.

Not only do we help clean the air we breathe, but we also help replenish the soils in which we grow our foods and grasses. We have a soil degradation problem in the US, where we have depleted our soils of essential nutrients and microbes due to the chemicals and fertilizers we are spreading on the ground every year, and it doesn’t replenish the nutrients needed to grow crops. And Florida especially, has a soil problem; as it’s a state that was built on top of swamps. The soils are sandy and foreign, as most fill dirt was brought in from somewhere else. The finished products that we sell can change all of this, which is why our compost products are so sought after. Not only does compost act as a natural, organic fertilizer for the ground it’s applied on, it helps soil retain 30 times it’s body weight in moisture (reducing the need for water), and adds

root structure to stop land erosion. When we compost, we are essentially letting mother nature replenish her own soil with microbes, nematodes, and fungi that are found naturally in the plants and foods that we compost.

What Is Compost: Since ancient times civilizations have composted their organic residuals. Turning these scraps into compost replicates what nature does in completing the carbon, nitrogen, and the water cycles. By blending high nitrogen feedstocks like food scraps with high carbon feedstocks, like yard waste, we can create a beneficial product that in turn can be used to close the organics loop and return valuable carbon and nutrients to our soils. The composting process can also:

- Help lower green house gases like methane by keeping these valuable feedstocks out of landfills
- Keeping organics out and save landfill space
- Composting can create local jobs and local products
- Compost applied can also sequester carbon in our soils
- Compost improves soil health in numerous ways (as noted above)

I'm Not Familiar with BioChar: Officially speaking, biochar is biomass charcoal. Technically speaking, it's made by decomposing biomass — from agricultural or forestry waste — at very high temperatures in the absence of oxygen. The concept isn't new, as farmers have used biochar to improve soil health for thousands of years. It is in fact the oldest method of carbon sequestration that very few have heard of.

It is a carbon-rich and porous material which can be used for a wide range of applications, among which soil improvement, remediation and pollution control take the most important roles. Biochar is mainly used in agriculture to enhance soil fertility, improve plant growth, and provide crop nutrition. As a result, it improves the overall farming productivity. It has also gained considerable attention in livestock farming as an animal feed. The biochar history traces back to ancient Mayans when they used biochar to change infertile, sandy soils into rich and sustainable fields, as distinctive dark-colored soils called terra preta.

Project Description: Sunshine Organics has an 11 acre parcel of land to operate within the City of Jacksonville. The property has a truck scale and a retention pond on site, in order to handle the water run-off from the compost material. The site has been permitted by the City of Jacksonville, as well as the FDEP. As we expand to new locations through out Florida, Georgia and South Carolina, Sunshine Organics will have to obtain all the correct and proper licenses and permits from the City and State agencies, as well as the proper licenses from the DEP for each new location, and other state agencies.

With new sites and locations to add, we are looking for a minimum of 15 acres. Ideal locations would have a heavy industrial zoning, inside an industrial or agricultural area, and an existing truck scale would be a bonus.

Target Customer Market (by Tiers)

Tier 1 Customers

- Large Quantities of Food Waste/Yard Waste
 - Large Quantities of Sludge or Manure
 - Clean Waste, Separated
 - Large Containers, Easy to Collect
 - Easy In, Easy Out
 - Estimated to be 70% of total market share volume
- 1) Farms – Lots of specified, consistent waste – crop or manure
 - 2) Food & Beverage Manufacturers
 - 3) Large Distribution Food Warehouses
 - 4) Food Distribution Companies
 - 5) Grocery Stores
 - 6) Waste Haulers & Recyclers (Will haul to us)
 - 7) Paper Mill Sludge (Will haul to us)
 - 8) Local Tree Service/Landscape Companies (Will haul yard waste to us)
 - 9) Municipalities – Alachua County

Tier 2 Customers

- Decent amount of Food Waste per container
 - Clean, Separated material
 - Smaller quantities than Tier 1
 - Not as easy to collect
 - Estimated to be 20% of total market share volume
- 1) Malls
 - 2) Schools/Universities
 - 3) Naval Bases
 - 4) Hospitals
 - 5) Airport

Tier 3 Customers

- Smaller Quantities
 - Not as clean, some waste mixed in material
 - Harder and costlier to collect, usually in 96-gallon totes
 - Estimated to be 10% of total market share volume
- 1) Restaurants
 - 2) Sports Stadiums. PGA-Players
 - 3) Other Small Retail Shops
 - 4) Hotels
 - 5) Large Office Cafeterias

The Process: When compost is done the right way, it reduces any smells, odors, and vermin. There are three things that must happen to create good organic matter in compost. First, you must control moisture content in the compost piles, next, you must control the internal temperature of the piles (ideally at 140°F), and lastly, you must control oxygen flow in the piles, by turning or moving the compost regularly.

So, to start, the organic material will come across our scales from our customers or haulers, and get directed to a dumping area on the back of the property. As soon as the truck dumps the material, it will be covered with wood chips and compost soil. This material will then be run through our grinder daily to minimize smells, bugs, and wild animals. The front end loader will then spread the piles out into a large windrow that is 15 foot wide by 8 foot high by 100 foot long. Ideally there would be 5 to 6 windrows at any given time, with all different maturities based on how old the material is. The windrows will then get turned over with a compost turner weekly for 2 to 3 months, until all the food waste is broken down naturally by the microbiomes and the compost is ready.

Once all the organic matter is broken down completely, we must run this material through a trommel screen, which will separate any remaining rocks or big pieces of wood waste that are still in the compost. After 3 months, we have our finished product. Finished product will be sold in bulk, solid in large bulk bags, or individual bags/truck loads. Finished product will include compost, biochar, mulch, and pine bark.

Revenue: We get paid in 3 ways. Tipping fees (which is the cost for customers to dump at our facility), the finished product (compost, biochar, mulch), and carbon credits.

Tipping Fees – Tipping fees will be different for each location that we open, as well as for each waste stream that we accept.

Food Waste - With our main competitor being the local landfill, we base our tipping fees on the cost to dump at the landfill. Jacksonville FL has one of the lowest tipping fees at the local landfill in the country, at just \$30 per ton. However, with the landfill being 26 miles away from downtown Jacksonville, it creates an extra incentive for these waste haulers when it comes to paying these fees. Tipping fees will be anywhere from \$20 to \$65 per ton, based on the city and municipality.

FOG – Our main competition for fats, oils, and grease are the waste water treatment facilities. Again, as it is with food waste, the tipping fees for this waste varies based on the city and local competition. In Jacksonville, the fees are low, as they are with the landfill. We get paid \$.20/gallon to take this material. At this rate, we can most likely get as much FOG feedstock that we can handle. Tipping fees for FOG will be anywhere from \$.20 to \$.30/gallon, based on the city and local competition.

Yard Waste – There is more competition in yard waste recycling than any other type of waste we accept. There are facilities that only handle yard and tree waste. With yard waste it is mostly a logistic game, unless we can severely undercut another competitors

price (which isn't ideal for either party). Yard Waste is typically set at \$4 to \$6 per yard for a tipping fee, based on the city and location.

To hit our goals based on these tipping fees, conservatively, we need to have feedstock that takes in 20,000 gallons of FOG and/or sludge, 50 tons of food waste, and 500 yards of tree waste per day.

Finished Product – With the finished product, Sunshine Organics and Compost will market the products in bulk, to start. Meaning, we will sell all loose products (compost, mulch, pine bark, biochar) to landscapers, farmers, and other end users who will buy in bulk and either pick up or order a delivery.

Finished Products:

- Compost - \$55/ton
- Compost/Top Soil Mix - \$35/ton
- Top Soil - \$10/ton
- Mulch - \$25/ton
- Pine Bark - \$30/ton
- Biochar - \$500/ton

Key Management

Michael Kelcourse – Michael grew up in the waste industry, as his family has owned and operated MRFs in the Northeast for the better part of the past 35 years. He has intimate knowledge of how the waste industry works and has over 20 years of formal recycling industry experience. Michael started Kelco Recycling in 2013, which is a cardboard, paper and plastics recycler in the Jacksonville market. Prior to this, Michael worked in the recycling industry as a CFO and General Manager for Re-Harvest, Inc out of Portland, Maine.

Around spring of 2019, Michael noticed a large opportunity in the waste industry. After seeing multiple articles and literature in waste and recycling news about food waste and compost, he started doing due diligence around Jacksonville and Florida. Noticing the lack of infrastructure and volume of food waste, he called on Recology in San Francisco to find out how to go about this project. Recology has been handling food waste for Sacramento and San Francisco for the past 30 year. After spending 2 weeks with Recology to learn the business and how the best in the business do it, he brought that knowledge back to North Florida to implement it here. Michael started Sunshine Organics and Compost in Jacksonville FL in 2020. We are the only food waste commercial compost facility from Orlando to Atlanta, with millions of people in between. Michael is in charge of daily operations, compliance, and maintenance; as well as securing all the tonnages coming across the scales.

Christina Kelcourse Esq., CFP, CRPC, the Sunshine Chief Executive Officer, has built a career managing teams in the corporate world. Her corporate experience started with growing an elite financial planning practice and spans into advanced corporate training eventually becoming a regional managing director. She has owned and operated a law firm, and eventually started a

successful non-profit: the North Florida Green Chamber of Commerce where she is currently Executive Director running operations. A native Floridian, she knows the land and the people. Working with over 200 Florida organizations and 24 industries served; she currently brings climate-smart practices to farmers, manufactures, utilities, solo-practitioners, office buildings, developers, municipalities, foresters, arborists, transportation organizations and non-profits in the Green Chamber community. She is skilled in government relations, community outreach and training. Now as co-owner of Sunshine Organics and Compost, she efficiently leads the organization to reach its mission to help communities divert organics from the landfill and create healthy soil options for producers. Her experience also includes grant administration and being a USDA grant awardee.

Eric Goodman - Eric Goodman founded Premier Grease Recycling while attending The University of Georgia. After graduating with a Bachelor's Degree in Management, Eric expanded his grease recycling business from Athens to Atlanta. Eric continued to expand his business throughout the Atlanta and surrounding areas, eventually partnering with ISC, Marc and Doug's hood cleaning company. Eric continued the expansion of the new Premier Grease, grease recycling and hood cleaning company, to the South Georgia and North Florida Branch.

Premier Grease is now the largest full service restaurant grease recycling company in the South East United States. Eric runs the Coastal branch expanding from Savannah to Beaufort to Daytona Beach, and is head of Strategic Growth and Development for the Company. Eric will use his customers, contacts, and expertise to secure all his current customers and more for feedstock for the facilities in our exact region (from Savannah to Orlando).

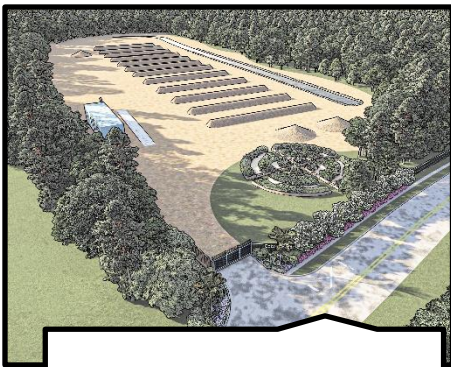
Tiffany Bess, Sunshine Quality Control & Education Director, believes her life's purpose is dedicated to making sure she leaves behind a legacy rooted in "black gold" or compost. In addition to founding and operating Apple Rabbit Compost, she holds a Compost Operations Manager Certification and is a Community Compost Coalition affiliate, as well as a member and past chair of GastroFest. Her love of playing in the dirt, has gained her experience in several composting methods, such as: windrow, bin, vermicomposting, bokashi, and black soldier fly composting. She is a current advisor to the Duval Soil and Water Conservation District where she has worked on programs such as grant projects to regenerate brownfields in historically BIPOC neighborhoods.

Ashantae Green, Sunshine Marketing Director, is a designer, farmer, & advocate for equity & healthy resilient communities. Ashantae has built a life rooted in her passion for people, the planet & building healthy resilient communities. She is an elected official, serving as, supervisor of Duval Soil & Water Conservation District. Green works to plan, implement and facilitate programs, projects and best management practices that promote sustainable agriculture & the conservation of the natural resources in Duval County. Ashantae has also served as, a subject matter expert on Jacksonville's City Council subcommittee on resiliency, a participant of the Florida Department of Agriculture's Ag Innovations Working Group and a climate leader with the U.S. Department of State's Bureau of Educational and Cultural Affairs. Ashantae is the owner of two small green businesses, Green Design & Consulting, a marketing and advertising company and Green Legacy Farm, a family- community farm dedicated to equity, regenerative agriculture, food sovereignty & growing the next generation of farmers & food system leaders.

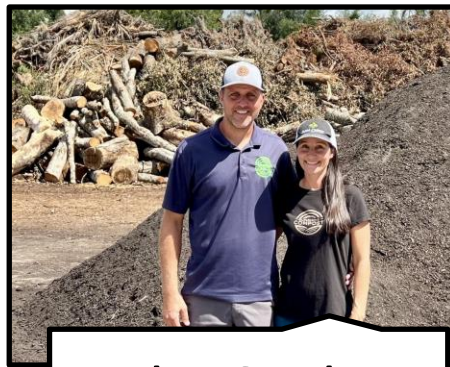
Networking is a strength of our team, as shown by our list of partners and supporters below. We are confident we have the ability to work with and inspire restaurants, grocery stores, food manufactures as well as residents to compost food scraps. We can also inspire farmers, ranchers, and foresters in our region to become climate-smart.

Thank you for your time. Please contact me below with any questions/concerns.

Mike Kelcourse, President Sunshine Organics & Compost
207-272-5095 (cell) & 904-900-3072 (office)



Vision



Mike & Chris



Wood Chips



Biochar



Morning Piles



Magic Mix



Biochar



Turning



Compost Turner

EcoLoop Proposal Alachua County

Designee and contact: Christina Kelcourse, JD, CFP, CRPC

Co-owner of Sunshine Organics & Compost

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Sunshine Organics & Compost (Sunshine) is proposing a 15-to-20-acre site in the Leveda Brown Environmental Park in Gainesville to open a commercial compost and biochar facility. We will accept food waste, agricultural waste (including manure and other animal byproducts, as well as agricultural vegetative waste), and yard waste and turn it into organic compost, biochar, mulch, and other landscaping material. And we propose taking in palm trees and palm tree waste, as well as pallets (2 hard to recycle products), which we will repurpose into biochar. Our business model is to maintain our solid waste plan at the Leveda Brown Environmental Park with a long-term vision.

This facility will utilize state of the art equipment, that will be a model for other municipalities, cities and states. We will use Aerated Static Pile (ASP) composting technology, in bunkers, with an additional small portion being windrow composting for finishing the compost. The ASP technology turns organics into compost in about 1 to 2 months, with an additional month of processing in a windrow before we have our final finished organic compost. We estimate that an Alachua County facility would be permitted with a capacity to handle between 80,000 to 100,000 tons of organic waste and yard waste per year, making it one of the largest food waste composting facilities in Florida, as well as the Southeast! A big win for the community and the environment.

The facility will also utilize a high temperature pyrolysis (biochar) kiln that will take any biomass, heat it between 800 and 1400 degrees Fahrenheit with little-to-no oxygen, and turn it into biochar. The biochar produced on this property will likely be used for soil amendments to mix with the compost and create carbon-rich soil for local farmers and landscapers. For every 1 ton of biochar we produce at this facility, we will sequester 2.36 tons of carbon and put it back into our soil where it belongs.

EcoLoop criteria

Sunshine will provide innovative management practices for several of the following EcoLoop listed materials, including: Yard Waste, Industrial Waste, and Organics, Food Waste, Agricultural Waste including Manure.

Sunshine will also demonstrate compliance in the following areas:

1. Zero Waste Strategies Report and Implementation Plan
2. Economic Development Benchmarks
3. Comprehensive Plan
4. Planned Development Master Plan

Sunshine can demonstrate how we fit the EcoLoop Zero Waste Definition: “The conservation of all resources by means of responsible production, consumption, reuse and recovery of products, packaging, and materials by minimizing discharges to land, water, or air that threaten the

environment or human health.” The essence of Sunshine’s business model is being full-circle; we reuse and recover organics, and in a sustainable way we create soil amendments that can be used again to grow more organics. During this process we are reducing emissions, cleaning the air and providing an organic option to chemical fertilizers.

Sunshine is the type of business that Alachua County should invest in; we are innovative, strategic, well connected and climate smart. We are an American made, family-owned business. We are proud to have set precedent by being the first and only food commercial compost site in Jacksonville Florida to successfully complete the permitting process. And one of only three commercial food scrap compost facilities in The State of Florida.

We would like to open an identical facility within the EcoLoop at the Leveda Brown Environmental Park. We know having a Sunshine facility in Alachua County will have a big impact on reducing organic waste (food scraps, ag waste and yard waste) sent to the landfill, a portion of the solid waste stream not currently addressed in a significant way by the county’s solid waste system. In Duval County we currently divert 16,000 tons of food waste and 33,600 tons of yard waste per year, with the capacity and ambition to grow to 60,000 tons annually within the next 2 years. And we create 19,200 tons of soil amendments each year. Following the same plan, Sunshine will show measurable reduction in solid waste diverted from the landfill in Alachua County. Our past experience and successes will help make an EcoLoop facility open quickly and efficiently.

Guiding Principles for projects within the EcoLoop

Sunshine’s core business model shares similar principles outlined by the EcoLoop:

Support upstream solutions; reuse and reduce disposal

Keeping resources local

Mitigate climate change while addressing environmental justice

Sunshine is part of a full circle waste management system which strengthens upstream solutions. We prioritize food and organics recycling, by diverting organics from the landfill and creating a high-quality product that can be used again. Although, our products can be shipped across the country, most of our products will be utilized locally.

Our soil amendments will benefit local landscapers, farmers, gardeners and municipalities. End-users who use real compost will be able to calculate numerous economic benefits, such as cost savings on fertilizers, water retention, and direct savings on irrigation water costs. Sunshine products are a lot less expensive than chemical fertilizers. In addition, compost and biochar help plants and grass absorb more water and nutrients, making root structures stronger, healthier, and more resilient to the impacts of climate change.

It is important to note that Sunshine products and services will be very valuable to local agriculture. Currently 1,611 farms contribute to the workforce in Alachua County. Sunshine gives these farms a competitive advantage. First, Sunshine can help to reduce waste service costs paid by farms, by collecting agricultural waste. Composting agricultural waste is a cleaner alternative to burning it or landfilling it. Second, using compost and biochar helps farms to be more resilient; saving money, lowering costs, and strengthening crops. Lastly, Sunshine products

also bring a valuable resource to Alachua County farms by providing new revenue streams. The USDA knows, “when grown in good soils, crops are better able to resist disease, survive drought, and tolerate insects. Composting is one of the most reliable and time-honored means of conserving nutrients to build soil fertility.” Our research shows that the reason most farms use chemical fertilizers, is due to lack of access to other local options. Sunshine will directly provide a local option in Alachua County to increase organic and regenerative farming. And these options will help rural communities grow economically by creating new opportunities and offer potential new revenue streams, including: carbon credits, organic markets, and conscious consumer opportunities.

It is important to Sunshine that these opportunities are available to a diverse range of users and that all residents have equitable access to benefits. We follow a business model focused on the triple-bottom-line or economical, ecological, and social justice. We make a profit, but we also give back through our Compost Donation Program, and we are intentional in the involvement of underserved communities in this program. Lastly, we are currently exploring a B Corp Certification because we want to set the highest environmental and social standards.

Mitigate Climate Change: The core of what we do helps the environment; and our leadership team are strong environmental stewards. We are proud that from an environmental standpoint, there are fewer things greater for our environment than the natural process of composting and biochar. Compost enhances the soil’s ability to sequester and keep atmospheric carbon in the soil. The use of biochar is listed as one of the top solutions for climate change mitigation and is important for carbon sequestration as well as its ability to improve land health. For every ton of tree and agricultural waste that we turn into biochar, we are sequestering 2.36 tons of carbon from the atmosphere and putting it back into the soil.

When we divert 60,000 tons of organics from the landfill, the result is a saving of 52,800 tons of greenhouse gas emissions (through the composting process) and sequestering 23,600 tons of carbon (producing biochar), every year.

In addition to reducing emissions, there are numerous other environmental issues that are addressed by using Sunshine services, such as: green algae blooms, overflowing landfills, water quality and water conservation, air quality, reduction in chemical fertilizers and the serious issue of food waste. Compost can be used in construction as part of a green infrastructure strategy. Because healthy soil is also a weather hazard mitigation strategy, addressing drought, wildfires, storm floods and sea level rise. Soils high in organic matter, like compost and biochar, have improved water holding capacity, helping plants resist drought. Because of the water holding capacity of compost, municipalities who use compost in public green areas like parks and road medians, have help with flooding issues during rain storms, a problem all Florida cities struggle with.

Intersectionality of compost & climate, environmental & food justice: At Sunshine we understand that climate change, environmental justice and food security are all interconnected and that compost must be a part of the solution. According to the USDA, 38 million Americans are living in food insecure households. The EPA clarifies that these vulnerable populations are also disproportionately affected by climate change and environmental justice issues surrounding

poor air and soil quality within underserved communities. These startling facts are why we believe that Sunshine can shine a light on the climate smart applications of compost and biochar; and also, why we are committed to an equitable approach to Sunshine programing and community engagement. We have created the Sunshine Compost Donation Program. Through this program we provide free nutrient rich compost to support community gardens and farms in underserved areas and food insecure communities. We will be intentional in the involvement and support of underserved producers and partners that represent populations facing these issues. Through this program, Sunshine is currently working with many local organizations including representatives of Panama Park Neighborhood Association, the Black Church Food Security Network, and Feeding Northeast Florida. Year-to-date, Sunshine has already donated over 700 tons of compost to these organizations for starting community gardens in Jacksonville. And it is our intent to continue the program in Alachua County.

EcoLoop Economic Development Benchmarks

Sunshine will take our role serious about expanding into Alachua County. Here we hope to grow and become involved in the surrounding community in the same capacity that we are connected in Duval County.

Sunshine Business Model Proposed for Alachua County: Sunshine business model (attached) shows clear understanding of development costs, sources of revenue and business expenses (material and labor) needs.

Here is a summary of the steps we would follow to open a new facility similar to the one in Duval County:

1. Find the right type and size property for our needs
2. Once property is secure, start the permitting process (engineered drawings, permit through Alachua County, permit through FDEP/SJRWMD or SRWMD)
3. Start site work, build out the composting area, leachate pond, scale with a scale house, run water and electric to areas needed
4. Get final sign off on finished construction of new facility from FDEP and engineers
5. Open for business

Sunshine Facility Operations Overview: Sunshine is a private independently owned and operated entity. Founded by owners Michael and Christina Kelcourse, husband, and wife. Our process is in accordance with all federal, state, tribal and local regulations governing soil, compost and nutrient manufacturing, processing, storage, distribution, and waste management. We hold 2 permits that require extensive reporting: a Certificate of Necessity from the City of Jacksonville, as well as a Yard Waste and Organic Waste Compost Facility permit from Florida Department Environmental Protection (FDEP). Both permits require upfront compliance with zoning and environmental regulations as well as strict monitoring, reporting and quick action to any issues. We also are proud to show that we are OMRI USDA Organic Certified which also requires regular soil monitoring. Our expansion to Alachua County will include application for all similar and necessary permits required in Alachua and the City of Gainesville.

Our process is simple, but requires a lot of steps. First, we collect feedstock or food waste, collected forest or yard waste, and agricultural wastes. Examples include: yard waste, tree waste,

woody biomass, forage waste, crop residue, grass, straw, sawdust, leaf litter, husks, vegetative waste such as sugar cane stalks, wastewater, manure and humic. This feedstock is diverted from the landfill and comes to our facility by coming across an industrial truck scale, for weighing and recording tonnage received from front-end customers. Our current front-end customers include both agricultural and non-agricultural customers such as tree service companies, landscapers, municipalities (including schools), restaurants, food manufacturers, breweries, beverage companies, and grocery stores. We also work with; municipalities by providing cities with climate smart options to process millions of downed trees after storms including hurricanes (saving this waste from the landfill and reducing GHG). Second, Sunshine carefully manages this organic waste on site, grinding, stacking, turning, moving, reporting and organizing the organic compost piles. Next, Sunshine takes this waste and converts it into high-end finished products: biochar, organic compost, other soil amendments, and mulch. This is done in a very natural way which is good for the environment. We sell these products in bulk, either in large bulk super-sacks, individual bags, or bulk truck loads, to farmers, foresters, landscapers, and other end users.

Ability to Finance Vertical Construction: Sunshine has strong financial capacity and readiness for the project proposed, and the ability to finance vertical construction covering all structures and equipment. Sunshine has a strong financial partner confirmed, that will provide the capital to open the proposed facility in the EcoLoop. Sunshine will also commit future cash flow from our Duval facility to ensure this proposals success.

The Sunshine leadership team has carefully assessed potential risks to this proposal, including financial risk. The core business model for Sunshine, focuses on diversifying financial risk, by creating relationships with several diverse front-end-and back-end customers. Our feedstock or front-end sources come from diverting food waste and organic green matter, unwanted forest and agricultural wastes. To do this we are currently work with both agricultural and non-agricultural customers such as tree service companies, landscapers, municipalities, restaurants, food manufacturers, breweries, beverage companies, and grocery stores. With such a diverse customer base we are protecting ourselves from fluctuations within one industry. We are also not dependent on one feedstock over another. In addition, on the back-end we sell several different products; mulch, top soil, compost, biochar and a compost biochar mix. This diversity protects us from rising or falling prices on any one commodity and help if there is a loss of a market.

In addition, our expertise in the waste industry as well as soil quality, have prepared us to handle foreseen risks such as odors, pests, contamination, fire and toxic waste, as they arise. Our employee handbook provides an action plan for employees in the case of a foreseen issue.

Sunshine is a financially viable project for Alachua County to invest in. Above we have outlined why we will succeed in the EcoLoop, and how we considered all details needed to make an informed feasibility assessment, including: technical merit, assumptions, marketing strategy, sales/feedstock sources, strengths, weaknesses, and potential risks. We expect the proposal to perform according to assumptions. The Sunshine team has the readiness and experience to support this expansion immediately.

Employment Quantity & Salary Quality

Having a facility like Sunshine in Alachua County will add unique and diverse jobs. Each Sunshine facility will begin with 7 new jobs immediately and within the first 2 years grow to 15 or more. With the need for mechanics, drivers, and equipment operators, we will need to recruit skilled, technical and vocational employees, staff and interns. We know the value of helping employees develop these skills which is why we offer training for our employees. In addition, we will work with 2-3 interns a semester, in the college of communication and in research and development. We have also participated in mentor programs for the UNF Environmental Leadership Program, mentoring students from different industries. In addition to the jobs added above, we also anticipate indirect jobs for our project, including the engineering, construction, and continuous monitoring of our facility.

Sunshine has a great reputation of working with local organizations to recruit our community-based workforce. We will build similar bridges with Santa Fe College, University of Florida, and the Chamber of Commerce within the Alachua County area. And during this process we will continue to demonstrate equitable hiring and follow diversity, equity and inclusion principles. It is our goal, at each facility, to hire a majority of jobs from within the neighborhood where our facility is located, and to hire within communities impacted by inequities such as African Americans, low income, women, and LGBTQ. We have also recruited veterans to our current workforce.

We tackle labor issues by taking employee rights seriously. We offer fair and above average wages and are reviewing employee benefits such as health insurance. We currently provide several attractive benefits such as a friendly working environment, paid lunch breaks, flexible hours and easy onsite trainings.

Research and Development of Products and Processes

What you already know from this proposal, is that Sunshine is actively engaged in developing processes for a circular economy. Being full circle is part of our core business model. But we have also been open to research and exploring new ideas from our community partners, to implement even better ways to expand our processes.

Below are a list of our community supporters and noted are several organizations and elected officials that have written us letters of support in the past.

Letters of Support from the community include: Saint Johns River Keepers; Feeding Northeast Florida; Jacksonville Black Church Food Security Network; Edward Waters College, Florida's First HBCU and MEANS Database. Also supporting us are: the North Florida Green Chamber of Commerce; Florida Green Building Coalition; Panama Park Neighborhood Association and Panama Park Community Development. In addition to having a letter of support from the Duval UF/IFAS extension office, we also have a letter of support directly from Gainesville, from the University of Florida Office of the Dean for Research.

Sunshine's relationship with forest landowners is very important to ensure our supply of wood for making biochar. Letters of Support: JEA Utility Forestry Department and North Florida Land

Trust. And existing relationships with: Rayonier; Florida Forestry Association; Duval and Clay County Forester & Nassau County Forester.

Sunshine has worked with several farms that are early adopters of climate smart practices. These farms set an example of sustainable waste management practices and climate smart soil application. The farms listed below all support us and want the option of a supply chain manufacturer of local compost and biochar. Our list of supporters include over 2,000 acres of farmland within 13 counties across Florida and Georgia including: Baker County, Duval County, Saint Johns County, Putnam County, Sumter County, Lafayette County, Suwannee County, Alachua County, Union County, Nassau County, Charlton County GA, Pierce County GA, and Madison County GA. We know we can increase this list by engaging more with the agricultural community in and around Alachua County. Letters of Support: Abundant Harvest Farm; Green Legacy Farm (both women, BIPOC owned); Backyard Buffalo, Juicy Roots, Worldwide Aquaponics (women-owned); Down to Earth Farm, Congaree & Penn; Johnny Appleseed; Man-in-Overalls; Bee Friends Farms; Dig Local Network, The Villages Grown, Gardner Farms, Frog Song Farm, Hoover Farms, Promised Land Organics, Bacon Farms and Ben Wells Produce Farm. We are also supported by several other producers including: White Harvest Farms/Clair White Mission (woman, BIPOC owned); the Local Flower Co; Cartwheel Cattle ranch; and Piece of Heart Farm (all women-owned); Alvarez Farms; The Farm at Okefenokee, GA; 3 Porch Farm GA; RWB Ranch and the Florida Black Farmers Association.

According to the USDA 2017 Census of Agriculture, Alachua County has 1,611 farms. Of these farms, only 1% offers organic products and only 6% use regenerative agricultural practices. The case is almost identical with the other surrounding counties. This presents an opportunity for Sunshine to expand the organic market in Central Florida. This low access directly correlates with the low numbers of farms that use regenerative farming practices and/or farm organically.

Sunshine also has strong relationships with municipalities and government leaders in our region which demonstrates our capacity to work with local governments. Permitting and reporting are important aspects in the process of operating a compost and biochar facility. The team at Sunshine has had a positive experience working with city solid waste departments, elected officials, government leaders, and government agencies, all parties involved with permitting and reporting. The support we have received for this project from regional and state governmental agencies is demonstrated in letters of support: Florida Department of Agriculture, Office of Energy; Florida Congressman Al Lawson and member of the House Agricultural Committee; Florida Congressmen John Rutherford; Florida Congressmen Aaron Bean; Chief Science Officer for the State of Florida DEP; City of Jacksonville Chief Resiliency Officer; City of Jacksonville Sustainability Manager; City of Orlando Director for Office of Sustainability; Mayor of the City of Atlantic Beach Ellen Glasser; Jacksonville City Council President Ron Salem; Jacksonville City Councilman Reggie Gaffney; Environmental Protection Board of Jacksonville; and the University of Florida IFAS Extension Services.

We are members of the US Compost Council (USCC), and participate in the local state chapters in Florida and Georgia. We are members of “Recycle Florida Today” and the “Georgia Recycling Coalition” Sunshine has a strong relationship with both organizations, and has taken

on leadership roles with these groups in hopes of advancing composting in these states. It is our intent to grow these relationships within Alachua county and surrounding communities.

Alachua County Comprehensive Plan

Solid Waste Element: Sunshine will help Alachua County to meet the criteria for Solid Waste Objective 1.2, 1.4, and 1.5. Sunshine can also be an asset to the County to reach objective 1.5.9. Sunshine employees often volunteer to teach classes, both live and online webinars, sit on panels, and participate on podcasts, to educate the community about how to compost. This has included both commercial efforts as well as at home composting efforts.

Energy Element: Sunshine will help Alachua County to meet the criteria for Energy Objective 7.1-7.5. Sunshine will be an asset to the County to reach the 75% waste recycling goal mandated by the state in 2020. In addition, based on the projected numbers provided from Alachua County of organic tons available for use, Sunshine will help by manufacturing 36,000 tons of organic compost from 56,000 tons of recycled food and organics. Which will reduce 38,192 of greenhouse gas emissions annually.

Sunshine's model includes the recycling of yard waste. Yard waste is recycled into wood chips, which are a requirement to make our organic compost. We also create mulch and pine bark for use on landscapes and on local farms. All this yard waste is diverted from the landfill. And through our Compost Donation Program we have donated 712 tons of organic compost back to non-profits, schools, churches, and other community gardens. We have also donated 440 tons to local farms.

Economic Element: Sunshine will help Alachua County to meet the criteria for Economic Objective 1.1 and 1.1.6 Sunshine will help the county to be more environmentally sustainable. Composting and biochar can both create alternative energy sources. There are several new technologies that reuse organics and turn them into usable new products, all while generating a usable energy source. Sunshine has thoroughly researched such markets, and have added these sustainable technologies into our future business models.

Impact and Closing

Project Sunshine will be successful because our plan is thorough and well researched. The technologies we use are modern but not new, and have data driven research behind them. We have strong financials to support delays, roadblocks or daily operational issues, and a strong financial partner behind us. We feel Alachua County has the front-end customers to provide us with the feedstock we need. And we feel a positive collaborative relationship with the local municipalities including the Alachua County solid waste department. We have a mitigation plan that addresses potential risks. We have the leadership team to execute our business plan. Lastly, it is a good time in the industry. Front-end customers need an alternative to over-flowing landfills. Back-end customers are requesting our products because of the high-quality nutrients in our mix. Farmers are expressing interest in regenerative farming options. And compost and biochar are less expensive than chemical fertilizers.

Our proposal will be a win for everybody. Sunshine will help reduce food and yard waste going to the landfill while reducing emissions. We will be centered in the community by hiring within

the neighborhood and providing a mix of job diversity options. Our organic compost will be valuable to farms while our Compost Donation Program gives back and enriches community gardens. The more organic compost that Alachua County land applies, the more resilient the county becomes. Adding to green infrastructure initiatives. In addition, the Sunshine team will deliver educational resources to the community around food waste and composting efforts. And we will be a resource to local restaurants, grocery stores and other food manufacturers, for diverting waste in an environmental way that also saves them money.

Our proposal shows that Sunshine can be an anchor of innovative waste ideas in Leveda Brown Environmental Park, making Alachua County a model for other counties in the State of Florida with similar needs. Often times, the land is one of the hardest parts about setting up a facility like ours. However, Alachua County and the City of Gainesville have been forward thinking in their set up of the Environmental Park, and we applaud them in the idea of setting up land designed specifically for whatever is needed to build these types of facilities.

Thank you for your consideration of letting us join your team at the Leveda Brown Environmental Park.

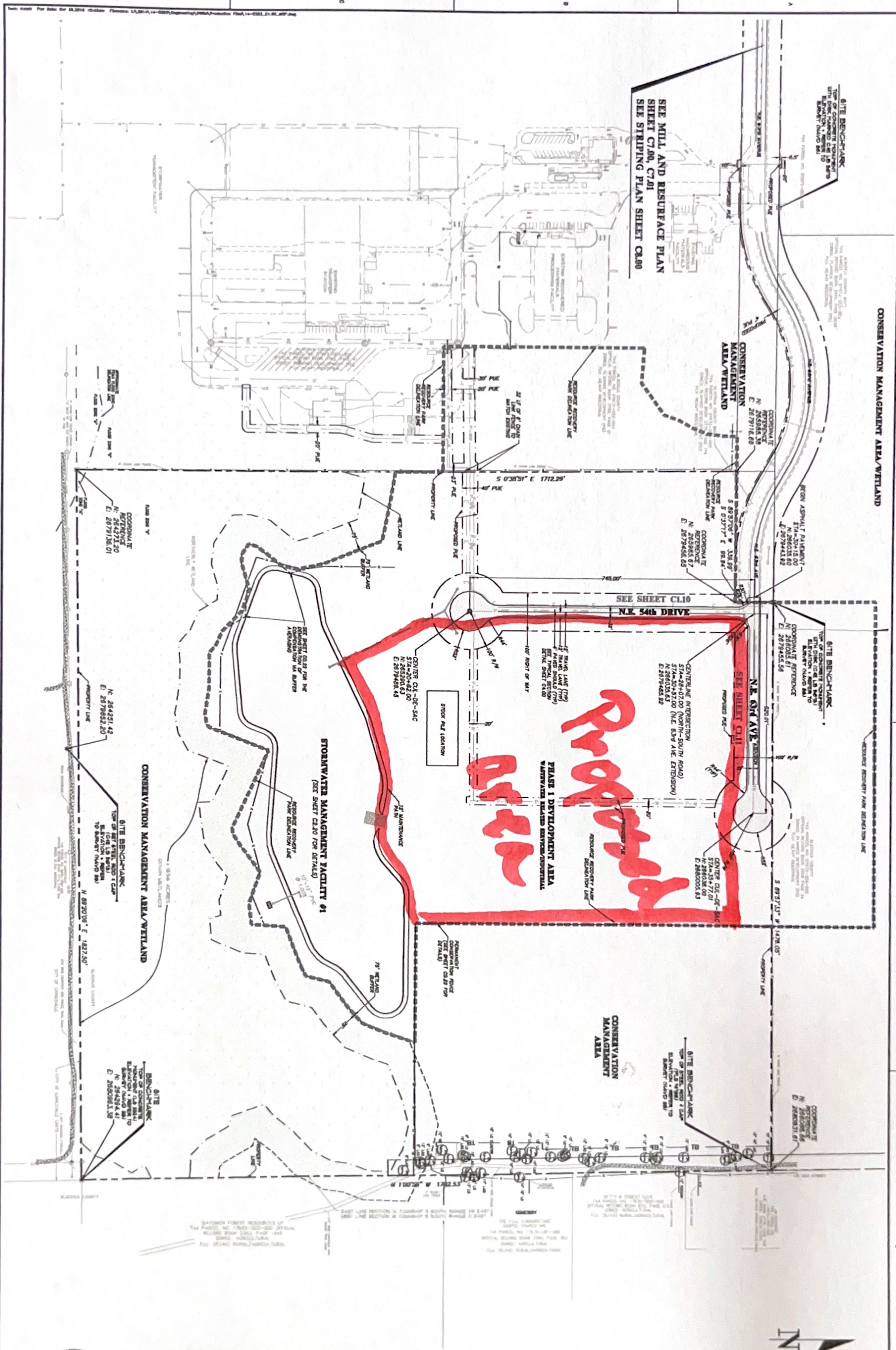
Possible Partnerships

We believe we will find a good synergy with others in the Leveda Brown Environmental Park especially business who are doing innovative things.

To supplement our proposal, we have a few business partners that we work with in Jacksonville who are interested in collaborating and “tagging along” with Sunshine Organics as we open new facilities throughout the State. Both partners are needed in the community, they are both innovative, and they both benefit from being near a compost facility. They fulfill some of the guiding principles of the EcoLoop and would be valuable to Alachua Counties mission.

The first partner is Premier Grease and Dewatering. Premier Grease is a grease trap and restaurant waste business that can service restaurant and grocery store customers in and around Alachua County. We work directly with the owners of Premier Grease in Jacksonville and we have a great relationship with them. They would be proposing to set up a dewatering facility at Leveda Brown Environmental Park to take the grease trap waste, dewater it, where they send the water back to GRU for reuse, and create a dry cake of organic waste that can then be composted at our facility. With the lack of diversity of grease waste companies to choose from in Gainesville, this will add another option for local businesses.

The other business is Atlantic Can. Atlantic Can takes used tires and utilizes a process to recycle the rubber and turn the finished product into a clean, playground quality rubber mulch. They also make a fuel grade rubber that can be utilized to make fuel for energy generation. The nuisance of wasted tires cannot be understated and there is a huge need to repurpose tires. Atlantic Can will add a great value to Alachua County by turning that waste into something useful again, especially with such a close proximity to the transfer station next door.



	PROJECT: RESOURCE RECOVERY PARK DATE: 11/14/14	SCALE: AS SHOWN DATE: 11/14/14	PROJECT NO.: 14-0283
	DESIGNED BY: J.A. FLECK, P.E. CHECKED BY: K. MCNEVIN	PROJECT NO.: 14-0283	DATE: 11/14/14

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