



# TECHNOLOGY PROVIDER BUSINESS INFORMATION REQUEST

## COMPANY INFORMATION

Date: February 6, 2019

<b>Company:</b>	Agrilab Technologies, Inc.		
<b>Phone:</b>	(802) 933-8336	<b>Web Site:</b>	www.AgrilabTech.com
<b>Address:</b>	1662 Pumpkin Village Rd.	<b>City:</b>	Enosburg Falls
<b>State:</b>	Vermont	<b>Zip Code:</b>	05450

## BUSINESS CONTACT

## TECHNICAL CONTACT

<b>Name:</b>	Brian Jerosé	<b>Name:</b>	Brian Jerosé
<b>Phone:</b>	(802) 933-8336	<b>Phone:</b>	(802) 933-8336
<b>Email:</b>	brian@agrilabtech.com	<b>Email:</b>	brian@agrilabtech.com
<b>Address:</b>	1662 Pumpkin Village Rd.	<b>Address:</b>	1662 Pumpkin Village Rd.
<b>City:</b>	Enosburg Falls	<b>City:</b>	Enosburg Falls
<b>State:</b>	Vermont	<b>State:</b>	Vermont
<b>Zip Code:</b>	05450	<b>Zip Code:</b>	05450

## BUSINESS HISTORY

**How long have you been in business?** 9 years

**Are you part of a larger company?** Yes ☐ No ☒

**Did you exist as another company before this company was formed?** Yes ☒ No ☐ If so, what was that company's name?

Agrilab Technologies, LLC

**Number of employees?** 5

**What is your business structure?** C Corporation

**What types of insurance and or surety do you provide?**

General liability and workers compensation

**Describe your business service(s).** For example: consulting, development, engineering, equipment sales, finance, other.

Agrilab Technologies, Inc. (AGT) is a Vermont-based company with a patented compost aeration and heat recovery technology that has been successfully used on livestock farms since 2006. AGT provides compost aeration and heat recovery (CAHR) equipment and technical services (compost infrastructure, recipe, material handling and site planning; installation and start-up services, on-going operating support and troubleshooting).

**Describe your area or region of operation.**

National – most installations in northeast US.

**Does your company hold any patents or the rights to any patents?** Yes ☒ No ☐ If yes, please describe.

Our Aeration/Heat Recovery is covered by two patents acquired from Acrolab Ltd. of Windsor, Ontario.

**Do you manufacture equipment?** Yes ☒ No ☐ *If yes, please describe.*

AGT designs, builds and integrates equipment.

**Do you integrate equipment manufactured by others?** Yes ☐ No ☒

*If you integrate, please list the names of the companies you represent.*

AGT manufactures and integrates the required equipment. We are not a rep. company.

**How do you answer potential customer's questions about financial strength of your company?**

AGT is an established company with multiple successful projects that has weathered the downturn in milk prices.

**Do you offer technical/service support?** Yes ☒ No ☐ *If so, what methods?*

We offer project-based support an on-going technical service support including 24x7 remote data monitoring. AGT services what we sell.

**Do you offer design services?** Yes ☒ No ☐ *If yes, please describe.*

System design service, recipe development, material handling plans and site planning.

**Do you offer financing?** Yes ☒ No ☐ *If so, what terms?*

We can arrange financing for credit worth companies. AGT is USDA REAP and EQIP qualified

**Are you a full stop shop?** *Design to construction to operate?* Yes ☒ No ☐ *If so, please describe.*

Design, build and operate.

**Do you have preferred partners?** Yes ☐ No ☒ *If so, please list and provide contact information/identify partners by name.*

**Do you have any third-party verification/research that has been done on this technology?** Yes ☒ No ☐

*If so, please describe.*

AGT has multiple third-party independent test and verifications for our products, including the University of New Hampshire's Organic Research Dairy Farm.

**Do you provide a performance guarantee?** Yes ☒ No ☐ *If so, what are you guaranteeing?*

*For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other. Please describe.*

Yes. We provide warranties for our products and the components from various equipment manufacturers.

**Are there any other aspects of your business that you feel should be included in this document?**

AGT units have been installed at the following farms, with state, start-up date and operational status.

1. Diamond Hill Custom Heifers, VT, 2006, operating.
2. Sunset View Farm, NY, 2010, down for aeration floor repairs.
3. Jasper Hill Farm, VT, 2012, operating.
4. UNH Bruley-Demeritt Farm, NH, 2013, operating.
5. Vermont Compost Company, VT, 2014, temporary mobile installation to May 2015.
6. Mattapan Ecovation Center (urban farm), MA, 2015, temporary mobile installation to Jan 2017.
7. VernMont Farm, VT, 2016, operating.
8. Foster Brothers Farm/VT Natural Ag Products, VT, 2016.
9. Foster Brothers Farm/VT Natural Ag Products, VT, 2017 (second unit and system expansion).
10. Collins Powder Hill Farm, CT, 2017, operating.

**11.** Arborculture Ltd. (forestry processor), Wales U.K., 2018, operating.