



COMPANY INFORMATION

Date:

Company:	Black Bear Environmental Asset Advisors, LLC		
Phone:	802-362-4999	Web Site:	www.blackbearassets.com
Address:	3888 Main Street	City:	Manchester
State:	Vermont	Zip Code:	05254

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Peter Drasher	Name:	
Phone:	802-362-4999	Phone:	
Email:	pdrasher@blackbearassets.com	Email:	
Address:	3888 Main Street, P.O. Box 499	Address:	
City:	Manchester	City:	
State:	VT	State:	
Zip Code:	05254	Zip Code:	

BUSINESS HISTORY

How long have you been in business?

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?*

Number of employees?

What is your business structure?

Describe your business service(s). *For example: consulting, project development, EPC services, finance, other.*

Describe your area or region of operation.

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

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

Do you integrate equipment manufactured by others? Yes No

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

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

Black Bear is an advisory business.

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

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

Black Bear offers biogas project process design advisory services.

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

Black Bear works with Fitzgibbon Toigo & Co. – a licensed broker-dealer – which offers investment banking services.

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

Black Bear advises clients from project concept to commissioning.

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

Black Bear is technology agnostic and can evaluate all technologies

Environmental Benefits - Does your project provide environmental benefits to the farm? Yes No *If so, please describe. For example: GHG emissions reduction, controlling farm odors and phosphorus and nitrogen loads.*

Organic waste recycling reduces methane emissions, produces renewable energy, pathogen free bedding, and optimizes nutrient recovery.

Do you have experience monetizing environmental attributes from your projects? Yes No *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

Black Bear provides assistance with environmental credit monetization and compliance.

Economic Benefits - Does your business model provide economic benefits to the farm? Yes No *If so, please describe. For example: added revenue and cost reductions from the digester operation and manure management costs to help financially sustain the farm.*

Our business model is to help farms develop their own renewable energy projects which exceed the revenue potential of manure supply agreements.

Do you underwrite and secure feedstock supply agreements? Yes No *If so, please describe. For example: contractual agreements to for the supply of manure, food waste and other organic substrates.*

Black Bear helps farms negotiate agreements which are more advantageous than a typical feedstock supply agreement.

Do you secure offtake agreements? Yes No *If so, please describe. For example: agreements for purchase power, biogas, RNG, waste heat.*

Black Bear negotiates offtake agreements for renewable energy and environmental credits.

Do you evaluate potential markets for post-digester materials? Yes No *If so, please describe the materials and markets. guaranteeing? For example: manure fiber for soil amendment, manure fiber for products, recovered phosphors and nitrogen as fertilizer.*

Black Bear has evaluated technologies and markets for manure fiber and nutrient recovery.

Do you have experience with USDA's financing options for farmers? Yes No *If so, please describe. For example: NRC's EQIP program loans and grants.*

Black Bear has successfully secured debt under the USDA REAP and B&I programs for the operating projects we have developed.

Do you have experience with large and small farm projects or community projects? Yes No *If so, please describe.*

Black Bear has developed projects on farms with 8,000 – 15,000 cows and works with smaller farms with 3,000 cows.

Do you have a standardized deal structure? Yes No *If so, please describe.*

Black Bear helps farms develop their own RNG projects and lower their weighted cost of capital.

Do you provide operation and maintenance for the projects you are involved in? Yes No *If so, do you have your own operations and maintenance team or is this contracted with a third party?*

Black Bear can assist farms with operation and maintenance development and supervision.

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.*

Performance guarantees are typically negotiated through engineering, equipment procurement and construction companies.

Newtrient 9-Point Score Information

Do you currently have operational projects on at least three North American dairy farms? Yes No

Does your projects have a record of reliable performance for more than 12 months on at least three farms? Yes No

Do you currently have operational projects on at least 10 North American dairy farms? Yes No

What are the capital costs required by the dairy for participating in one of your projects? Do they have the option to participate? *Please clearly define what is and is not included, Ranges are acceptable.*

Black Bear has developed projects without requiring farm capital or guarantees.

What are the annual operating costs of a project to a dairy where it is installed? *Please clearly define what is and is not included, Ranges are acceptable.*

Annual operating costs are a function of equipment selection.

What value does one of your projects deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

Revenue diversification is a main benefit of the projects we develop as well as the environmental benefits associated with the project.

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes No
Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.