



COMPANY INFORMATION

Date:

| | | | |
|-----------------|-------------------------|------------------|--------------------|
| Company: | MESKA Solutions | | |
| Phone: | 704-984-1605 | Web Site: | Meskasolutions.com |
| Address: | 2011 Palomar Airport rd | City: | Carlsbad |
| State: | CA | Zip Code: | 92023 |

| BUSINESS CONTACT | | TECHNICAL CONTACT | |
|------------------|----------------------------|-------------------|--|
| Name: | Shannon Baucom | Name: | |
| Phone: | 704-984-1605 | Phone: | |
| Email: | sbaucom@meskasolutions.com | Email: | |
| Address: | 2011 Palomar Airport rd | Address: | |
| City: | Carlsbad | City: | |
| State: | CA | State: | |
| Zip Code: | 92023 | 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).

- Technical due diligence and Financial Modeling: This service includes assessing the feasibility of an anaerobic digester project at your farm, including the availability of feedstock, the cost of construction and operation, and the potential revenue from the sale of biogas and other byproducts.
- Transparent, Partnership Approach with Farms - We have the funding to directly capitalize the projects ourselves or we help farms maintain full ownership with financing and grant assistance – Your Farm, your option.
- Explore the best options for energy output and by-products of digestion: This service includes evaluating the different options for energy output and by-products of digestion, such as biogas, electricity, heat, and fertilizer.
- We have a proven track record of helping clients achieve their highest selling price by leveraging our deep understanding of the market, our extensive network of contacts, and our expertise in negotiating.
- Have a small project on the line -- we can help bring in extra feedstock and develop an RNG project using co-digestion: This service includes helping you to bring in the additional feedstock to support a small-scale anaerobic digester project.

Describe your area or region of operation.

Midwest, Southeast and California

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

Do you manufacture the additives you provide? Yes No *If yes, please describe.*

Do you integrate additives manufactured by others? Yes No

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

How do you answer potential customers' questions about the financial strength of your company?

Strong standing backed by billion-dollar + private equity firm

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

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

We will work with engineers, and handle back and forth with the farm.

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

We offer farms several incentive structures.

- 1) The farm owns the project completely
- 2) We help the farm pay for the covered lagoon portion only – in return the farm receives a higher price per MMBtu. Eliminating market risk for farm
- 3) Equity share. We help farms apply for REAP and local funding, sell tax credits

Are you a full-stop shop? *Design to construction to operate the project.* Yes No

We handle everything for the farm.

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

Montrose Engineering, Hartman Engineering, USRED, Environmental Fabrics

Environmental Benefits – Do you provide environmental benefits to the farm? Yes No

We work with 3rd parties to handle environmental compliance, the anaerobic digester projects we develop help farms mitigate odors and mitigate environmental risk associated with open lagoons. We also handle environmental permitting, marketing, and sales.

Do you have experience monetizing environmental attributes from your projects? Yes No

Our CEO was a former energy trader for JP Morgan with experience monetizing LCFS credits with dispensers in California and throughout the US to take advantage of the LCFS and RIN programs. More recently we have monetized credits in the ISCC market in Europe.

Economic Benefits - Does your business model provide economic benefits to the farm? Yes No

Yes, our goal is to provide added revenue for the farm and ease operations. We offer farms a cost share program, fixed price or full ownership of projects.

Do you underwrite and secure supply agreements? Yes No

Contractual agreements for energy, services, or credits.

Do you secure offtake agreements? Yes No

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Do you evaluate potential markets for the farm? Yes No

Yes, recovered phosphors, nitrogen, or carbon for other industries.

Do you have experience with USDA’s financing options for farmers? Yes No

Yes we have won both USDA REAP Grant & Loan applications & USDA VAP grants.

Do you have experience with large and small farm projects or community projects? Yes No

Yes, our sweet spot is small farms 50 scfm – 300 scfm

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

We tailor all structures to the particular farm.

Do you provide a performance guarantee? Yes No

We can guarantee revenue for the farm.

Newtrient 9-Point Score Information

Are you currently operating on at least three North American dairy farms? Yes No

Do you have a record of reliable performance for more than 12 months on at least three farms? Yes No

Are you currently operating on at least 10 North American dairy farms? Yes No

What are the capital costs to the farm for working with you?

0-5% This includes all services

- Proforma
- Grant Applications – REAP and search for others. Incentives are aligned to save as much money as possible.
- Combined REAP Grant and Loan application. REAP grant will pay for up to \$1 million of eligible expenses. Combined grant and loan guarantee funding up to 75% of total eligible project costs.
- Financing – MESKA has a standing agreement/relationship with Westtown Bank and Carolina Farm Credit
- Biogas production assumptions and Calculations –
- Process Flow/Digester design
- RNG offtake agreements – Close ties to all major dispensers in California
- Preliminary GREET model - Calculation of Carbon Intensity score (CI)
- Permitting – work with Tech Specialist and DEQ to obtain necessary permits.

What are the annual operating costs for working with you?

Only if the farm chooses will we continue to be involved with the management of the digester project. In which case we normally charge a 5% management fee

What value does do you deliver to the farm?

Increased Income.

Do you feel an in-depth Information Request is needed to help people understand what you are offering? Yes No

Newtrient has an extensive information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.