



Green Earth Technology

COMPOST CRAFTED FROM WHATCOM COUNTY'S CLIPPINGS

December 15, 2021

City of Bellingham, Purchasing Department

2221 Pacific Street

Bellingham, WA 98229

Subject: Biosolids Beneficial Use Services Request for proposal

RFP 54B-2021

Including amendment 1 dated 11/16/2021

The enclosed response is submitted in response to the above-referenced Request for Proposal. Through submission of this proposal, we agree to all the terms and conditions of the Request for Proposal.

We have carefully read and examined the Request for Proposal and have conducted such other investigations as were prudent and reasonable in preparing the proposal. We agree to be bound by statements and representations made in this proposal and to any agreement resulting from the proposal.

Yours truly,

Stephanie Harvey

Member

Green Earth Technology, LLC

Date: 12/15/2021



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INTRODUCTION

Green Earth Technology LLC (GET) is a locally owned and operated compost facility home grown in central Whatcom County. Our compost facility currently processes approximately 30,000 ton of yard waste and food wastes collected from Whatcom County. GET has capacity and infrastructure to process an additional 10-15,000 ton annually. The facility is permitted to install additional infrastructure to further increase capacity. Currently GET is not permitted to accept biosolids as a feedstock.

GET has all weather access from Hannegan Rd just north of Pole Road south of Lynden where they accept curbside materials for composting from Sanitary Service, Nooksack Valley Disposal, contractors and homeowners throughout the County. They also contract to haul organics from Recycling Disposal Service to their facility for composting.

GET produces high quality composts used for soil amendments, mulches and soil mixes. A variety of soil mixes are produced for gardening and stormwater filtration. These materials are sold to both contractors and homeowners. Mixing of these products is done by GET and its sister company S&W Rock Products, LLC.

S&W Rock Products, LLC (S&W) was the parent company to GET and has been in the soil blending and construction materials industry for over 50 years. Green Earth Technology started in 2001 as a prospective composting subsidiary of S&W. In 2006 the family elected to divide the two companies and they now work to in harmony, providing support for each other.

S&W trucks also haul land clearing materials from contractors. Finished soil and compost mix materials are sold by the cubic yard loaded on local trucks, S&W owned trucks (with their drivers) and other hired truckers.

GET believes the City of Bellingham materials should be marketed with stand-alone, unique branding. The finished compost could be marketed as:

- Mulch
- Bagged soil amendment
- In a soil mix
- Agricultural enhancement

This proposed product would be added to the local marketing of other GET products.

DETAIL

GET has been composting agricultural manures, residential yard waste and commercial food waste materials for over twenty years. We have institutional knowledge and real experience with processing and local market challenges.

Should GET further contract to process the City of Bellingham's (City) dewatered biosolids:

- they will be composted on GET's existing aerated GORE System after the permit modification to process biosolids.
- Materials directed for composting would be hauled/transported by their existing fleet. The City could arrange other haulers under separate agreements.
- The City would contract payment on a per ton basis for materials to be processed in a Customer/Vendor arrangement.
- If market limits exist, subsidies for marketing or limits on tonnage processed may be needed.

Based on our experience we believe there are a couple areas of discovery necessary for the City of Bellingham to be successful with their digester system. The inherent differences in compost use and process handling with biosolids feedstock requires research in:

1. Further Processing and Technology barriers –
 - Cake materials are unique to the specific equipment used to separate, squeeze and dry them. Processing challenges specific to this product's moisture, density, porosity, and physical characteristics are all issues that need real feedback.
 - Biosolids as a feedstock require different controls - as regulated by the Department of Health.
2. Market barriers –
 - The local market is sensitized to manures and biosolids use because of past problems specific to Whatcom County. Overcoming the resulting stigma related to both the historical products may be problematic.
 - Population and location may limit the amount of compost the market can sell.

CURRENT SERVICES PROPOSED

GET offers the following Phase 1 proposal to address these concerns

Processing Barriers –

- Assessment and testing of similar dewatered biosolids for processing to further determine feasibility for use in their GORE process system or equipment acquisitions that would affect their ability to move forward into Phase 2 RFP.

- Work with Whatcom County Health Department Environmental Health services to assess permit changes and costs necessary to meet the additional criteria for accepting biosolids as a feedstock.

Marketing/Beneficial Use Barriers -

- We believe this area needs more dialog and limits measured for how much the locally scarred market can tolerate at launch and the following years. We will engage in collaborative consultations and meetings with Washington State Extension Office, Master Gardeners and City Officials to determine opportunities for advancement.

COSTS FOR SERVICES

There are two areas of compensation proposed as some of the elements of this proposal are for the general improvement of the proponent.

Costs associated to this proposal are as follows.

- Sample assessments - \$1250 per sample processed plus shipping and acquisition cost of samples if required.
- Up to 20 hours of collaborative consultations and meetings with City personnel at \$120.00 per hour at the City's discretion as it relates to finished use of materials.

Respectfully submitted,



Stephanie Harvey

Green Earth Technology, LLC