



## Good Earth Bio-Solutions, LLC

**Company Overview:** Good Earth Bio-Solutions uses a proven, proprietary aerobic microbial process to turn organic waste into valuable, nutrient-rich soil amendment. The process is fast, safe, natural and economical.

**Opportunity:** Each year the United States generates approximately 431 million tons of municipal solid waste, generating \$17 billion in revenue for the waste disposal industry. While less than a quarter of all waste in the United States is recycled, it's estimated that more than 70 percent of current landfill waste could be reused, recycled or composted. During the past decade, 22 percent of the nation's landfills have closed and governments have issued regulations restricting expansion and limiting the issuance of new permits. As landfill space diminishes and operation costs increase, municipalities are seeking efficient, environmentally responsible waste disposal alternatives.

**Solution:** Good Earth Bio-Solutions provides a superior solution for landfill waste diversion. Starting on-site or at a transfer station, the organic waste is characterized, shredded and inoculated with its proprietary microbes. (The patent process has been started on the microbial process.) The low-impact operation is conducted on a small land area where employees, using a proprietary process turn organic waste into a nutrient-rich product that opens secondary markets for the sale of soil amendments, recyclables and carbon credits.

**Business Model:** The focus is on the municipal solid waste (MSW) industry. We partner with public and private MSW facilities to recycle organic waste, and generate revenue from both the tonnage of waste processed and the sale of the soil amendment by-product.

**Competitive Advantage:** The municipal solid waste industry in the United States is under tremendous pressure from government and society to divert significant amounts of waste from the nation's landfills. Good Earth Bio-Solutions uses its proprietary microbial process that quickly and efficiently turns organic waste into a valuable, nutrient-rich soil amendment, thus keeping landfill operators in compliance with regulations and mandates, avoiding costly fines and penalties, generating valuable carbon credits, producing a resalable soil amendment and saving significant landfill space for future revenue. Currently, Good Earth Bio-Solutions is working with California State agencies, Solano County, Norcal Waste Systems and Republic Services to establish operations in California.

**Management Team:** Mark Christensen; Paul Genn; Dr. Rudy Von Burg, Ph.D.; Sean Marjala, J.D.; Dr. Kenneth Herrington Ph.D., and Dan Harwood, CPA

**Funding Request:** \$3 million



**MARK CHRISTENSEN**

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*In Attendance:  
Mark D. Christensen  
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*Revenue Forecast:*

2009:	\$ 0
2010:	\$ 4M
2011:	\$ 14M
2012:	\$ 24M
2013:	\$ 32M