



A dark blue horizontal banner with a light blue border. On the left, there is a circular graphic containing a stylized map of a region with orange flames rising from the left side. To the right of the graphic, the text reads 'Metro Industrial Wrecking &amp; Environmental Contractors, Inc.' and 'Phone: 631-873-4357'.

# Proposal

## Blue Valley Power Plant

An opportunity for Titan Fish, LLC, Aemetis, Metro Industrial Environmental and City of Independence to create a mutually beneficial joint venture opportunity at Blue Valley Power Plant, that will impact the community, and provide mutual benefits to all companies.



TITAN FISH



AEMETIS

INDEPENDENCE



**Titan Fish Introduction**

**Master Plan**

**Brochure**

**Event Budget**

**Titan Fish**

**Michael Yaffe/Lewis Rice**

**Leon Daggett/Capistrano Global**

**Rob Merkel/Aemetis**

**Capitol Strategies**

**Metro Environmental**

# TITAN FISH, LLC

8349 Monticello, Shawnee, KS 66227 · 913.745.4000

[jcampbell@titanfish.com](mailto:jcampbell@titanfish.com) · [titanfish.com](http://titanfish.com)

City of Independence  
111 E Maple  
Independence MO 64050

## DEAR MAYOR-CITY-MANAGER:

### Blue Valley Power Plant - Opportunity

- Partner with the United States, Department of Energy, State of Missouri, to convert the Blue Valley Power Plant to a Bio-Fuel plant, and provide the access to Federal and State funding for Aemetis, Metro Environmental Contractors, Inc., as well as our Capital Partners Capistrano Global, Rob Merkel, Capitol Strategies, and Michael Yaffe to get USDOE/State of Missouri/City of Independence approval for repurposing.
- Transfer the plant to Aemetis to operate. Allow Metro Environmental to verify that all repurposing is according to the most efficient, most environmentally friendly option.
- Provide labor stabilization, the ability to operate a fully functioning bio-diesel plant within the scope of Aemetis' operational plan to provide low-cost green energy for European partners, US partners, tax credits, and all the opportunities that green and/or alternative energy will afford.
- Provide opportunities for Green credits, Brazil is under local law to set up BioFuels Credits by 2020.
- Goodwill established for City of Independence, State of Missouri, labor force in the area.
- Options for future carbon credits.
- Labor Force – paying State and Local taxes.
- Capital to convert project expected to be an investment of \$ 100,000,000+. Use of capital partners to raise capital along with the options for capital and tax incentives from USDOE, and State of Missouri, Jackson County, and City of Independence.

VERSION 1

3/05/2020



# INDEPENDENCE PROPOSAL-BLUE VALLEY

MASTER PLAN 2020

PRESENTED BY: JOE CAMPBELL

TITAN FISH PARTNERS, LLC

8349 MONTICELLO ROAD

SHAWNEE, KSS 66227

913.745.4000 OFFICE

913.208.7622 CELL

# INDEPENDENCE PROPOSAL – BLUE VALLEY

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## PLAN 2020

### MISSION AND GOALS

The mission for Independence, Titan Fish, Aemetis, Metro Industrial & Environmental, Capital Partners – Capistrano Global, Rob Merkel, Capital Strategies, Michael Yaffe, Jackson County, State of Missouri, and the United States Department of Energy to all have wins in the development of a biofuel plant at Blue Valley Power Plant to provide alternative fuels for the future.

### QUESTIONS

- **Question # 1** --- How can Independence provide low cost carbon neutral to even carbon credits for the next 30+ years, and to provide good jobs within the scope of economic development in the area?
- **Question # 2** --- How can Titan Fish Facilitate the conversion of the Blue Valley Power Plant to alternative fuels for the future?
- **Question # 3** --- What role can Aemetis lend to the plant at Blue Valley?
- **Question # 4** --- What are the overall costs of this opportunity? What are the benefits? Will these costs be a tax burden, or can capital partners and strategic partners raise funds and make opportunities to operate a plant that is a tax benefit to the community?
- **Question # 5** --- How probable is the approval of the plan, how much benefit would each entity gain as a result of the plan?

### AUDIENCE AND MARKET

- Independence Mayor, City Manager, City Council, Citizens of Independence
- Titan Fish – Managing Member
- Aemetis, Metro Environmental, Capistrano Global, Rob Merkel, Capitol Strategies, Michael Yaffe
- Jackson County – Jackson County Commissioners
- State of Missouri – Missouri Economic Development Committee, US-DOE

### QUESTIONS TO NARROW DOWN YOUR TARGET AUDIENCE

- **City of Independence** – What is the use of the plant at Blue Valley post shutdown? What are the remediation costs of the plant? How do we pay for that remediation? What is the environmental impact of the remediation?
- **Titan Fish, LLC** – How do we find the talent to perform on this large of an operation, how do we get everyone to work together? How do we create value for every entity?
- **Aemetis, Metro Environmental, and Capital Partners** – Aemetis is a world-wide provider of BioFuels and the technology to produce with plant in California, India, and Kansas. How can Aemetis' expertise be utilized to make the repurposing of this plant viable?  
Metro Environmental is a leader in eco-friendly reclamation and conversion of plants to minimize environmental impact.  
Capital Partners – are invaluable resources in raising capital for projects such as this in both the private and governmental sectors.

- **Jackson County** – What tax incentives will Jackson County be involved with to promote this economic opportunity?
- **State of Missouri – Department of Energy** – How can you provide the tax incentives for this business to invest in the opportunity at this particular power plant? Where does the Department of Energy come in?

## TEST THE PLAN

### CONSUMER PERCEPTIONS

- **Consumer Perception # 1** - Consumers are beginning to see the need for alternative sources of fuels. Climate change is raging on all media sources. The West and East coasts, see the urgency for alternative sources of fuels, it naturally progresses to the Midwest. Governments are seeing the need, and as Brazil did by passing laws requiring fuel/carbon credits. This perception will bode well for the viability of this plant, and extends far into the future.
- **Consumer Perception # 2** – Does a plant like this create issues in our neighborhood? Obviously, the issues with coal fired utility plants are well documented, however, the alternative fuel plant runs much cleaner and with less issue than a coal fired plant. Historically, consumers have been somewhat ambivalent to alternative fuels plants.
- **Consumer Perception # 3** – Do consumer/taxpayers want to pay tax dollars to decommission a plant, and then spend additional dollars to excise the site of issues? Is a better use of tax dollars keeping people employed in higher paying jobs, that then use those wages to increase local taxes?
- **Consumer Perception # 4** – Have consumers at the pump reconciled using bio-fuels? Do they even think about ethanol blends, or bio-diesel blends anymore? It appears that society has accepted bio-fuels as the norm and is more than willing to purchase them, although, not at tremendously different pricing than regular fuels.
- **Consumer Perceptions # 5** – How will this impact foreign opportunities? Are the credits generated here transferrable?

### QUANTITATIVE METRICS

- **Quantitative Metrics # 1** – Cost benefit analysis for tax incentives verses costs of decommissioning. City of Independence tax incentives.
- **Quantitative Metrics # 2** – The value Titan Fish brings to making this transaction complete. The metrics will show the value of the business opportunity and to get the tax incentives and the business operational. The metrics will show the value of the relationships Titan Fish has, to be invaluable in this transaction.
- **Quantitative Metrics #3** – Aemetis is a worldwide bio-fuels operator, the metrics of having a worldwide operator to take over the plant.
- **Quantitative Metrics #4** – Jackson County – with the same cost benefit analysis as #1.
- **Quantitative Metrics # 5** – State of Missouri, Department of Energy, same as # 1 & # 4.

## PUT THE PLAN INTO ACTION

- **Action # 1** – Acquire the existing plant and convert to a bio fuels plant. Purchase would include all incentives to convert. Acquire by 12/31/2020 – Convert by 12/31/2021 – 60% of Action Plan.

- **Action # 2** – Titan Fish, LLC agreement with parties of the all part, to implement the plan. Completion Date 5/31/2020. 10% of the Action Plan.
- **Action # 3** – Get Strategic Partners involved via an implementation agreement. Completion Date 5/31/2020. 10% of the Action Plan.
- **Action # 4** – Jackson County Commissioners – Tax incentives. Completion Date 6/30/2020. 10% of the Action Plan
- **Action # 5** – State of Missouri, Department of Energy – Tax Incentive, Plans. 6/30/2020. 10% of the Action Plan.

# Blue Valley Power Plant

COST JUSTIFICATION – EVENT BUDGET

Joe Campbell – Titan Fish | Aemetis, Metro Industrial, Capital Partners | 03/05/2020





# Blue Valley Power Plant

## Titan Fish Partners, LLC

### Current:

This is a response to your RFI request.

### Power Plant Site:

It is estimated a deconstruction cost of \$ 100,000,000, and an environmental cleanup cost of approximately \$ 40,000,000 on the site. Those numbers are estimates and will be finalized prior to the final report presented by Titan Fish.

### Bio-Fuel Site:

It is estimated that conversion costs from the current plant to a bio-fuel plant will be approximately \$ 150,000,000.00. These costs will be finalized prior to the final report presented by Titan Fish. This investment will necessitate some tax incentives to insure investment to this location verses other options.

### Titan Fish:

Titan Fish will have discovery costs, cost of experts, payroll costs, and other data gathering costs of a considerable amount, and will be absorbed during the RFI process.

### City, County, State:

It is estimated the value to the City/County/State to keep on ongoing high-payroll generating business to be in the \$ 345,000,000 range, over the life of the project. This includes savings from cleanup, an expanded tax base, and the going concern value of the project.

Page 2 – Continued

Aemetis:

It is estimated that the Aemetis due diligence procedure will cost the company approximately \$ 100,000.00. As a publicly traded entity, it will be up to Aemetis how that is offset.

# TITAN FISH

The Titan Fish Network has a track record over the past 30 years working with cities and municipalities to find solutions that are advantageous to the community. We have accomplished mutually beneficial solutions in Kansas, Missouri, North Carolina, Alabama, Mississippi, California, Colorado, Florida, and New York. Some of those projects in Missouri have included repurposing MCI hospital in Independence for the IPL offices, and City Municipalities, along with working with the City of St. Louis, the NGA (National Geospatial Intelligence Association), the Federal Government for the new NGA offices, that has been responsible for keeping 3,150 jobs, and adding an additional 600 jobs for the State of Missouri, verses, losing the project to Illinois. The project is a \$1.75B (Billion), project. Relationships are the key in any business environment. Titan Fish has created nationwide partnerships that find creative and progressive solutions for the benefit of all involved. It is imperative that a leader like Titan Fish with wide-reaching partnerships is chosen to accomplish the task at hand. This plan fits perfectly within the recommendations of the best use of the Blue Valley Plant from the consultant's report to the City, which, is why we are requesting approval of this RFI. We believe that our team in partnership with the City of Independence can accomplish job creation, in an environmentally friendly way, that utilizes cost effectiveness for all parties in the opportunities with the Blue Valley Power Plant repurposing.

## **Michael A. Yaffe**

23 Glenview Road, South Orange, NJ 07079  
[myaffe27@gmail.com](mailto:myaffe27@gmail.com) - Cell (917) 558-6235

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### **THE SITUS COMPANIES**

**August 2018-**

**Present**

#### **Consultant**

- Asset Manager for client TPG. Prepare investor requests, ASR's, valuations and property underwriting for CLO
- Recommend actions for approval for borrower requests and actionable items within the loan documents
- Monitor and sign off on wiring request draws for construction loans to confirm work has been completed and all relevant lien waivers and documentation are received. Confirm waterfall payments to ensure correct balances as servicer
- Prepare action plan for Lender TPG as borrower is under federal investigation

### **STABILIS CAPITAL MANAGEMENT 2018**

**April 2015-March**

#### **Asset Management – Managing Director**

- Initiated a strategy to turn around problem assets. Identified property needs and executed capital improvements for REO property to maximize return for fund investors
- Managed all deals with development components and all the joint venture partnerships for Stabilis, including hospitality and shipping. Modeled return waterfall, capital improvement strategy and worked with general contractors to ensure that development work was on time and on budget focusing on long lead time items to ensure minimal time delays
- Worked out a portfolio of hospitality loans resulting in a full payoff of principal plus interest, full payoff of an equipment and inventory loan after a bankruptcy filing, turned multiple multifamily properties around with over 90+ units each by increased occupancy and increased rents through capital improvements to name a few
- Negotiated lease terms, tenant improvement allowances, and third-party contracts to facilitate work
- Created opportunities to realize significant profit above anticipated returns on a suburban office and NYC underperforming multifamily property. These opportunities included utilizing a tenant credit rating, changing the lease to NNN and long-term lease extension for the suburban office and a homeless shelter conversion for the multifamily

### **RIALTO CAPITAL ADVISORS OF NEW YORK, LLC**

**March 2010-**

**April 2015** *Asset Management – Senior Vice President*

- Utilized diverse experience to pragmatically identify and solve problems to maximize value recovery for investors and asset performance on large balance commercial real estate from failed banks. Significant exposure to multifamily, development and home site communities
- Top performing asset manager concerning resolutions, profitability and asset size in the company
- Underwrote performing, non-performing loans and properties for acquisition and CMBS loans for B-Piece investment

- Developed portfolio strategy and prepare business plans; project cash flows including the timing of resolution, value, income, and expenses. Identified risks and communicate with the team to mitigate those risks
- Negotiated, documented and closed settlements, note sales, and forbearance agreements

*Consultant*  
**2010**

**December 2009-March**

- Analyzed legacy CMBS “fallen angels” for PPIP program under Rialto's partnership with Alliance Bernstein, LP and Greenfield Partners, LLC. Re-underwrote top 10 loan exposures.

**CONSULTING**  
**2009**

**January 2008-December**

- Performed due diligence, valuation and strategic advisory for several prominent advisory organizations including Blackrock, The Situs Companies, Keefe, Bruyette and Woods, Clayton Holdings, Carlton Strategic Ventures, Waterstone Asset Management and Mascia Management, LLC
- Authored investment materials, including investor joint venture cash distribution/return waterfall, cash flow model, and investment property underwriting

**FSI REALTY TRUST – FSI CAPITAL**

**March 2007-**

**December 2007** *Commercial Real Estate Investments - Director*

- Purchased and managed a portfolio for over \$550 million of highly rated CMBS bonds
- Analyzed over \$100 billion of CMBS bonds (new issue and secondary market), CDOs, whole loans, b-notes and mezzanine debt for purchase and investment
- Presented investment ideas and trade recommendations to an investment committee

**FITCH, INC.**  
**March 2007**

**April 2005-**

**Commercial Mortgage-Backed Securities - Director**

- Recommended subordination levels to credit committee for over \$30 billion of commercial mortgage pools including conduit, fusion and floating rate loans of all commercial property types including office, multifamily, retail, hotel, industrial. Conducted site inspections and identified loan specific credit concerns
- Re-underwrote cash flows, determined capitalization rates, refinance constants, cash flow volatility scores, and property quality grades
- Authored presale write-ups, transaction reports and answered investor inquiries

**MORGAN STANLEY & CO. INCORPORATED**

**June 1998-**

**April 2005** *Securitized Products Group, Collateral Analysis - Associate*

- Lead collateral analyst for over \$15 billion of Commercial Mortgage, Home Equity, New Asset, Student Loan and Scratch and Dent securitizations. Analyzed over \$25 billion of mortgage loans from over 50 whole loan sellers
- Created reports for investor information requests, term sheet and offering documents, and prepared securitization and whole loan settlement materials

**Securitized Products Group - Research Analyst, Analyst**

- Sole analyst for various Home Equity, RMBS and CMBS transactions. Prepared pitch book materials, rating agency presentations, and responses to investor requests

**COMVEST PARTNERS, INC.**  
**1998**

**October 1997-June**

- Licensed stockbroker

**TRAUTMAN KRAMER AND COMPANY**  
**1997**

**November 1996-October**

- Licensed stockbroker

**Education:**

**NEW YORK UNIVERSITY**  
**2009**

**January**

**M.S. Degree in Real Estate, Finance, and Investment**

**MASSACHUSETTS COLLEGE OF LIBERAL ARTS**  
**1996**

**May**

**B.S. Degree in Business Administration**

# We are Lewis Rice

Throughout our Firm's history, Lewis Rice attorneys have made excellence the foundation of our practice. More than a century of service, since our founding in 1909 in downtown Saint Louis by Joseph Lewis and Charles Rice, gives us the experience, reputation, resources, and vision to serve our clients' dynamic needs. We provide sophisticated legal counsel and custom-tailored solutions for the challenges facing local, regional, and national businesses.

We have a diverse array of terrific clients. You can read about a few of them here:



**ERNEST LEON DAGGETT**

**4705 CANAAN LAKE DR \* KANSAS CITY, KS 66109    PHONE: 913-424-9376 \* EMAIL:**

**ELEONDAGGETT@GMAIL.COM**

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**PROFESSIONAL EXPERIENCE:**

**President/CEO**

**E.L. Daggett & Associates**

**Kansas City, KS**

**October 2017-current**

I work with the City of Independence as a consultant with the Economic Development team and to assist the city on various projects. I perform outreach with national developers encouraging them to consider including the City of Independence in their development portfolio. I provide recommendations on capital projects, long term planning and related issues including working with the electric utility division. My primary goal is to bring new business into the City of

Independence. Additionally, I assist with energy efficiency programs, such as Solar Farms, Electric Vehicles, Electric Metering and EV Charging Stations, LED lighting, and Battery Backup Systems. My 50+ years of experience allows me to add my expertise into the Municipal, Utility, and Government divisions in consulting with many ongoing projects throughout the U.S.

**Director**

**Independence Power & Light**

**Independence, Missouri**

**October 2006 - October 2017**

**(Retired from IPL)**

Independence Power & Light is a municipally owned electric utility serving the City of Independence, Missouri (IPL) IPL is an administrative department of the city. I reporting to the City Manager and answer to the City Council. IPL serves more than 56,700 customers with a peak demand of 315 Megawatt.



**Director-**

The Power & Light Director is responsible for all

**Independence Power & Light** management, operation and financial activities of the IPL electric system, which include electric supply, production, transmission and distribution, engineering, environmental services, customer services, information services, and administration. IPL has an annual budget of approximately \$220 million and approximately 220 employees, of which I managed. During my tenure, we converted over 11,000 mercury vapor street lights to LED lights, and added 2 community solar farms.

As Power & Light Director, I have directed and overseen the completion of a 2-phase Master Plan for the electric utility, the first comprehensive Master Plan ever prepared for IPL. This Master Plan addressed power supply, including wind and other renewable resources, transmission, distribution, energy efficiency, rates and long-term financing.

I have also created change in the culture of IPL operations and management. I have crafted and implemented a succession plan to ensure sound and creative leadership for IPL in years to come. This included creating a Deputy Director position with continued training, and full time staffing the needed managerial positions within the utility. My management philosophy focuses on the following four areas: client service, financial integrity, forward thinking staffing and client base growth.

**Board of Public Utilities (BPU)  
Unified Government of  
Wyandotte County/Kansas City,  
Kansas  
December 1995-December 2005**

The Board of Public Utilities (the BPU) of the Unified Government of Wyandotte County/Kansas City, Kansas is an administrative agency charged by statute with responsibility for the daily management, operation, maintenance and control of the City's municipal waterworks plant and municipal electric light plant. The voters separately elect members of the BPU Board. The General Manager is responsible for all management, operation and financial activities of the BPU electric and water systems, which include electric supply, production, transmission and distribution, water processing and distribution, engineering, environmental services, finance and accounting, customer services, information services, human resources and administration. The BPU operated the largest municipal electric system in Kansas, with generating and purchased power capacity of 650 Megawatt. The BPU has approximately 66,000 electric and 53,000 water customers, an annual budget of approximately \$340 million and approximately 640 employees.

I was brought in as the General Manager to specifically identify and solve the substantial organizational and operational problems that threatened to drag the utility into an irreversible spiral. I instituted a major reassessment with the help of experts of my choosing who had no historical connection with the BPU and developed a rescue plan that was adopted by the BPU Board with the approval of the City Council (subsequently merged with the County Commission).

Major features of the plan include the reversal of the **Board of Public Utilities** previous practice that relied on debt issuance to avoid expenditure reduction, coupled with the institution of major expenditure reduction. Thus far I have:

- Reorganized management and operations • Revised electric and water rates and rate structures to remain competitive and promote efficient use of resources
- Improved and realigned relationships between the BPU and its major industrial customers and intervenor groups
- Negotiated new power purchase contracts and continually investigate opportunities for efficient and economical power supply resources for future growth
- Negotiated major changes with labor unions that resulted in a decrease in total labor costs, primarily through attrition
- Improved relationships between the BPU and the Unified Government
- Constructed a 48 mgd water treatment facility and water supply and distribution improvements
- Promoted the availability of prime real estate within the BPU service area resulting in new load which has revitalized the economy of Wyandotte County/Kansas City, Kansas.

Through these efforts, the BPU has transitioned from having a \$9.5 million net loss in 1995 to having annual net income each year from 1997 through 2000. In 2000 and 2001, the BPU experienced extraordinary events relating to power plant damage and down time and managed to continue service without outages. The BPU has since then instituted innovative rate and cost recovery approaches to minimize the impact of

increased costs and continue reliable service to its

**Board of Public Utilities**  
customers and to plan for

future. Annual net income for the BPU was approximately \$7 million in 2002 and approximately \$4 million in 2003.

In 1997, with a new management team firmly in place, the BPU adopted a new mission statement as follows:

**To be the utility of choice and the workplace of choice, while improving the quality of life in the communities we serve.**

BPU was given the Missouri/Kansas Project Equality Employer of the Year Award and was selected because of strong equal employment practices, extensive community commitment, and an inclusive board of directors.

reliable service in the  
**Executive Vice President**  
**American Municipal**  
**Power-Ohio, Inc.**  
**(AMP-Ohio)**  
**Westerville, Ohio**  
**March 1993-December 1995**

Thus, AMP-Ohio financed acquisition of a 200 MW coal fired generating station through a lease financing transaction and the 42 MW Belleville Hydroelectric Project through beneficial interest certificates, and handles purchases, sales and various operational and other matters for its members.

**Chairman of the Board of**  
**Directors and Board**  
**Member**

**August 1978-March 1993** AMP-Ohio is the power supplier of over 75 municipal electric systems in Ohio that serve over 600,000 customers. It has 175 employees. Formed as nonprofit corporation, AMP-Ohio is in substance and function a municipal power agency except that Ohio law does not provide for creation of and financing by agencies as such.

**Board Member**  
**American Municipal Power,**  
**Inc.-Ohio**  
**August 1972-March 1993**

**Director of Public Utilities  
Hamilton, Ohio  
April 1982-February 1993**

As Director of Public Utilities, I was responsible for the management and operation of the City's utility systems, which included the following divisions: electric power production, electric distribution, gas distribution, water treatment, water distribution, wastewater treatment, metering, and utility engineering. The City's utilities department had 250 employees and an annual operating budget of \$75 million and I reported to the City Manager and City Council.

Each of the City's utility systems served over 25,000 customers. The electric system has thermal generating capacity of 124 MW and 72 MW of hydroelectric capacity, making it the largest municipal generating system in Ohio. One of the water system's customers was Butler County that served over 20,000 of its own customers.

After my appointment as Director I recognized that the power supply arrangements were extremely

My association with AMP-Ohio began as a Board member, eventually as Chairman, and culminated in a two and one half-year tenure as Executive Vice President. As Executive Vice President, in addition to my involvement in the Belleville Project and other duties, I led the development and structuring of interconnection, wheeling and power purchase arrangements.

disadvantageous to the City, that the gas delivery system had deteriorated to a critical point and that the water treatment facilities were in need of substantial repair and upgrade.

During my tenure I:

- Renegotiated the power supply arrangements to avoid substantial rate increases
- Instituted cost minimizing, dual fuel use plan at the City's thermal plant
- Led the re-negotiations of electric transmission agreements with three large investor-owned utilities, including one of the largest holding companies in the country, to obtain more favorable rates and operating conditions.
- Initiated a major distribution system facilities replacement program for the gas system and restructured gas purchase and transportation agreements.
- Coordinated and supervised a major expansion and improvement of the water supply, treatment, and distribution facilities.

Renegotiation efforts with the City of Vanceburg led to five years of protracted litigation which eventually was settled by the acquisition by Hamilton of the 70 MW Greenup Hydroelectric Project and a rate reduction. The City was able to overcome the adverse reaction to its bitter litigation with Vanceburg and eventually issued \$400 million of well received, insured electric and water system bonds and refunding bonds with AAA ratings.

**Director of Public Utilities**  
**Bryan Municipal Light & Water**  
**City of Bryan, Ohio**  
**May 1976-April 1982**

As Director of Public Utilities I was responsible for the management and operation of the City's utility operations, which were divided into the following departments: electric distribution, power plant, street lighting and traffic signals, service, billing, water treatment, water distributing refuse and wastewater.

I managed 40 employees with an operating budget of \$10.5 million and reported to a Board of Public Affairs and the City Council.

After accepting the position I identified a number of changes that should be made, and over the course of my tenure as Director I was able to negotiate changes in power suppliers, construct transmission lines for alternative access and eventually reduce rates by 40%.

**Business Manager**  
**Electrical Lighting &**  
**Communications**  
**Contractors Fort Wayne,**  
**Indiana**  
**May 1969-May 1976**

As Business Manager I was responsible for bidding and planning construction projects, scheduling power received from various sources, and assigning and supervising the work of approximately 40 employees engaged in the construction, maintenance and repair of electric distribution and transmission facilities.

**Transformer Engineer**  
**General Electric**  
**Transformer Division**  
**April 1966-May 1969**

As Transformer Engineer I designed transformers for the U.S. Navy for use in sonar applications.

**PROFESSIONAL ORGANIZATIONS, POSITIONS AND NATIONAL AWARDS:**

2004-present

Member of Board of Directors – Donnelly College

2006-present

Missouri Public Utility Alliance including Missouri Joint Municipal Electric Utility Commission  
(MJMEUC)

1996-2006

Kansas Municipal Utilities President 2003

Kansas Municipal Utilities Board of Directors

1997-2006

Kansas Municipal Energy Agency Board of Directors

State of Kansas Governor's Task Force on Utility Deregulation Member

1985-1995

Municipal Gas System Advisory Committee, Gas Research Institute

1985-1992

Member of Board of Directors, American Public Power Association, Washington D.C.

1980-1982

Chairman of Northwest Ohio Section, American Water Works Association

1976-present

American Public Power Association, Board of Directors and served on following committees:

Personnel & Administrative

Legislative

Membership

National Chairman, National Vice Chairman, State Chairman

Recipient of the APPA Donovan Individual Achievement Award (1999) and the APPA Harold

Kramer-John Preston Personal Service Award (1992)

1976-1995

Legislative & Membership Committee, Ohio Municipal Electric Association

February 1977-April 1982

Emergency Energy Coordinator for Northwest Ohio

June 1978-January 1980

Technical Supervisor to Paulding, Ohio Water Department (contracted through Ohio EPA)

**EDUCATION AND LICENSES:**

B.S. Business Administration, University of Saint Francis, Fort Wayne, Indiana, 1969

Water Treatment Training (180 hours), Ohio EPA, 1978

Class I and II Ohio Water Treatment Licenses

Ohio EPA Membrane Filter Certification



**COMMUNITY ORGANIZATIONS:**

Chamber of Commerce

Kansas City, Kansas Chairman 2002-2003

Treasurer, Board of Directors, Industrial Development Committee, Executive Committee BPU  
Checkered Flag Charities Co-founder and Board Member

Wyandotte County Economic Development and Metropolitan Area Economic Development Association  
Member

Nominated for Up and Comers Award, recognizing achievements in business or industry and  
commitment to the Kansas City metropolitan area

Kids Vote in Kansas Board Member

Rotary Club

Community Development Committee

Jaycees

President, Board Chairman, State Director, Jaycee of the Year, Jaycee International Senator of the Bryan,  
Ohio, Jaycees

Junior Achievement Board  
of Directors

Williams County, Ohio, Board of Health Board of  
Directors

Easter Seals Chairman - Williams County, Ohio

Honorable Order of Kentucky Colonels

Four County Joint Vocational School District Trades and  
Industrial Advisory Committee

Alan I. Robbins, Esq.  
Jennings, Strouss & Salmon PLC  
1350 I Street NW  
Suite 810  
Washington, DC 20005-3305  
202-371-9030

Mr. John Twitty  
Executive Director  
Transmission Access Policy Study Group  
Board Member-Gardner Capital Investments  
417-831-8902  
417-838-8576

Mr. Joseph A. Herz, P.E.  
Vice President

Edward Meyers  
Managing Director

Sawvel and Associates, Inc.  
970 W Road  
Burr Oak, KS 66936  
785-647-5002

Public Finance Investment Banking  
Piper Jaffray  
212-284-9558

## Antonio J. Soave | Founding member & President

**Antonio J. Soave** is the current President of Gulf Global Synergies (GGS) and Chairman and CEO of Capistrano Global Advisory Services (“CGA”). In this capacity he has assisted myriad businesses to expand their operations abroad, establish joint ventures and conduct acquisitions on a global scale in a number of business sectors including, but not limited to, the following: infrastructure, rail, construction, oil & gas, automotive, agriculture, biotech, high-tech and heavy manufacturing. He is also active in business restructuring and foreign capital / equity financing, as well as corporate turn-around activities. His geographic areas of competence and specialization are the Middle East, Europe and South America.

[Read More...](#)

Antonio is an International Advisory Council member of the United States Institute of Peace (USIP). USIP is an independent, nonpartisan institution established and funded by Congress to increase the nation's capacity to manage international conflict without violence. Antonio is also the founder and current Chairman of the Global Foundation of Peace through Soccer, an international non-profit organization that spreads a message of “peace through soccer.” Antonio is also the former Secretary of Commerce for the State of Kansas. He was officially appointed as Commerce Secretary on November 4, 2015, and he served in that capacity until July of 2017. In 2008 and the beginning of 2009, Antonio served as the Chairman and Executive Director of the School of Business at Benedictine College in Atchison, Kansas. Antonio is the Past Chairman of the International Business Council (“IBC”), a national/international non-profit organization that promotes a mission of “peace through commerce.” Antonio has a B.A. in International Studies from The American University in Washington, D.C., a Juris Doctor from the Detroit College of Law at Michigan State University, and a LLM (Masters of Law) in International Law from the University of San Diego.

## Negotiated Transactions in International Business & Finance:

- + Italferr / Italian State Railways (Italy): Advised on market expansion activity in the United Arab Emirates, Saudi Arabia and North America.
- + Sharjah Investment Authority - Shurroq (United Arab Emirates): Advised on programs involving Foreign Direct Investment (FDI) and the transportation sector.
- + Blue Scope Steel (Australia): Advised on expansion activity in Brazil.
- + Integrated Biometrics / The Reserve Group (Ohio, USA): Advised CEO on joint venture in Brazil.
- + Vialogy PLC (California, USA and London, England): Advised Chairman, President & CEO on a variety of equity expansion matters, as well as market expansion and joint ventures in the Middle East and Latin America in the oil & gas sector.
- + DS Brown (Ohio, USA): Advised President on acquisition in Brazil.
- + Alabama Metals Company (Alabama, USA): Advised President on market expansion in Brazil.
- + Forged Products, Inc. (Texas, USA): Advised President on joint venture in Brazil, as well as market expansion into Mexico.
- + Amsted Industries / Amsted Rail (Kansas, USA): Conducted extensive market expansion and feasibility study for Latin

America; advised Group General Manager on market expansion in the Middle East and Brazil.

+ Herzog Contracting / Herzog Rail (Missouri, USA): Advised Chairman, President & CEO on a series of ventures in the rail sector for the Middle East and Latin America; also conducted rail feasibility studies for Sub-Saharan Africa and India.

+ Burns & McDonnell / A1 Engineering (Kansas, USA and Curitiba, Brazil): Advised Group Managing Director and CEO respectively on a joint venture to provide engineering services to the oil & gas sector in Brazil.

+ Spartanburg Steel (South Carolina, USA): Advised the President on a number of foreign expansion opportunities in Brazil.

+ Rome Rim (Michigan, USA): Advised the CEO on joint venture opportunities in Brazil.

+ Gnutti Carlo S.p.A. (Italy): Advised the CEO on major transaction including the purchase of manufacturing plants in North America; become second largest supplier in the world of piston pins.

+ American Axle & Manufacturing (Michigan, USA): Advised the EVP on a major Greenfield projects to produce and forge axles in Parana', Brazil; deal involved a \$25 million incentive package from the State Government of Parana'.

+ CF Gomma S.p.A. (Italy): Advised the CEO on a major acquisition of Dana's Weatherhead Division in Toledo, Ohio and Garching, Germany; this created a top 5 global supplier of brake hoses and air springs.



# Capistrano Global

Advisory Services



## Transactions

# Kaydon Corp.

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[?](#) Fifth level

of Ann Arbor,

Michigan [?](#)

Currently Assisting Kaydon to  
Establish a

Greenfield Operation in Brazil to  
Produce

Slewing Ring Bearings for Supply to  
GE

# Burns & McDonnell

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[?](#) Second level

[?](#) Third level

[?](#) Fourth level

[?](#) Fifth level





of Overland Park,  
Kansas



Assisted to Create an Engineering and  
Steel

Fabrication Alliance with A1

Engineering in Curitiba,  
Brazil

ViaLogy



Click to edit Master text

styles

of Pasadena, California and London, England

(UK)

Currently Assisting ViaLogy to Export its Oil & Gas  
Technology to the Middle East, Brazil, Korea and  
Australia; Also Assisting to Privatize the  
Company.

## D.S. Brown Company



*of North  
Baltimore, Ohio*



Currently assisting with seeking potential  
joint venture and strategic alliance  
partners in Latin  
America

---

## Performance Contracting Group



*of  
Lenexa,  
Kansas*



Currently assisting with seeking potential joint venture and strategic alliance partners in Brazil

---

# Alabama Metal Industries



*of Birmingham, Alabama*



Currently assisting with seeking potential joint venture and strategic alliance partners in Brazil

---

**SAGIA Saudi Arabian General Investment Authority**



*of Riyadh,  
Saudi  
Arabia*



Currently assisting with penetrating the U.S. automotive market

---

**TEK Automotive Srl**



*Of  
Pesaro  
Italy*



Currently assisting with market  
expansion in the Middle East,  
Europe and Brazil

---

## Romeo RIM, Inc.



*of  
Romeo,  
Michigan*



Advised on foreign market expansion in Brazil and identified local joint venture partners in the region

---

**Amsted Rail**



*of Chicago, Illinois* 

Received strategic alliances services in the Middle East and Brazil.


**American Axle &**

# Manufacturing, Inc.



*of Detroit, Michigan*

Established “Greenfield” operations in Brazil and identified key

joint venture  partners and a \$25 million incentive

program in Paraná (including free land)

---

**TALON GROUP LLC**



*Michigan*



Acquired inner door panel technology from Italy and received European market advice

---

# Herzog Contracting Corp.





*of St. Joseph,*

*Missouri* 

Assisted with foreign market expansion  
services for the Middle East  
and Brazil

---

# Forged Products, Inc.



*of  
Houston  
Texas*



Currently receiving strategic alliance services and international sales advice in Brazil and Mexico

---

# Spartanburg Steel Products, Inc.



*of Spartanburg, South Carolina*



Currently receiving international M&A advice for Brazil and receiving foreign market expansion services in the region (including joint ventures and strategic alliances)

---

## Western Forms



*of Kansas City,*

*Missouri* 

Received strategic alliance services in the  
Middle East

---

# Acco Material

**Handling Solutions**



*of Detroit, Michigan*

Received strategic alliance services and foreign

market  expansion advice in the Mercosur

Region in South America

---

**Voest-Alpine AG**

**voestalpine**

*of Linz,  
Austria*



Received market penetration advice and  
strategic planning for North  
America

---

**C.F. Gomma**

# (Pirelli Sistemi Antivibranti



)

*of  
Brescia  
Italy*



Successfully concluded M&A purchase of Dana's  
Weatherhead Division in the U.S.,  
Argentina and Germany

---

# Dana World Trade Corp.



*of Ohio* 

Received strategic alliance services for the  
Middle East

---

# Hendrickson, Inc.

**& Hendrickson Suspensions**



*of  
Indiana,  
Michigan*



Received strategic alliance advice and  
market information for the country  
of Italy

---

# Berkel & Company Contractors , Inc.



*of Bonner Springs,  
Kansas*



Currently assisting with market  
expansion in Brazil; received joint  
venture advice in the Middle East

---

**General Motors**

Die Management Group



*of  
Detroit,  
Michigan*



Received strategic alliance advice for  
key European suppliers of Tool & Die  
equipment

---

**Walbridge-Aldinger's**





*of  
Detroit,  
Michigan*



Received international negotiation services for construction expansion and joint ventures in Europe

---

**Gnutti S.p.A.**



*of  
Brescia  
, Italy*



Successfully concluded M&A purchase of  
Kendan Manufacturing in  
Canada

---

# Sidergarda Mollificio Bresciano Srl.



*of Brescia, Italy* 

Received foreign market information and  
services for entering North  
America.


# Streparava S.p.A.

Axle Systems



*of Brescia, Italy*

Received international promotion and foreign market

information services for 

North America; successfully concluded a strategic alliance with  
Rockwell/Meritor in Troy, Michigan

---

**Rockwell/Meritor**



*of Troy, Michigan*



Received joint venture assistance for  
global manufacturing in Italy

---

**Federation Internationale de l'Automobile**

(FIA/FISA)



*of  
Paris,*

*France*



Received strategic advice, including relationship with  
Championships Auto Racing Teams (C.A.R.T.) for  
North America

---

**UCIMU**

Machine Tool Association



*of  
Milan,  
Italy*



Received international seminar and sales  
services for North  
America

---

# Soncini Rubber Co.



*of Lugano,*

*Switzerland* 

Received international promotion and  
foreign market expansion  
services

---

**KingDragon Racing**

Products & Air

Filters

**KD**

*of  
Torino,  
Italy*



Received extensive international sales  
advice and services for North  
America

---

**Delphi Chassis**

(GM)

**DELPHI**

*of  
Dayton  
Ohio*



Received international acquisition services  
for brake hoses (in connection  
with PSA)

---

# Transtech Pharma, Inc.



*of High Point, North  
Carolina*



Currently receiving strategic assistance with the  
expansion of its R&D operations into the  
MENA region

---

**Pico Wisne Comau**





*of Michigan* 

Received strategic alliance services that resulted in the creation of a subsidiary in Brazil

---

**Saint-Gobain Sekurit**



*of Dayton, Ohio* 

# Received international market expansion services and advice for expansion into North America

---

## **Robert W. Merkle**

### **Professional Biography**

Mr. Merkle has over twenty years of experience in capital markets finance, operations, strategic advisory, business development, compensation and regulatory compliance. His career has spanned a number of industries - technology, financial services, human capital and consulting, creating growth opportunities for employers and clients through financial, operational and leadership roles.

Mr. Merkle's career has been focused in Capital markets and Banking, where has been responsible for originating both performing and distressed financing opportunities, as well as establishing liquidity facilities, managing the asset aggregation process and issuing securitizations. He has led due diligence and acquisition efforts for performing, non-performing and distressed commercial portfolios, including negotiating pricing, structuring acquisition financing and managing ongoing reporting.

He has served as Membership Chair of the NY Chapter of the Entrepreneurs Organization, mentoring and advising CEO's on issues related to strategy, product development, financing, mergers & acquisitions and marketing.

Mr. Merkle's expertise has been gained working for and with clients from start-ups to multi-billion dollar, multinational firms. He has worked on assignments in the UK, Canada and across the US.

Mr. Merkle is a graduate of the University of Notre Dame in South Bend Indiana, where he received a degree in Finance.

# About Aemetis, Inc.

Headquartered in Cupertino, California, Aemetis is an advanced renewable fuels and biochemicals company focused on the production of advanced fuels and chemicals through the acquisition, development and commercialization of innovative technologies that replace traditional petroleum-based products by conversion of first-generation ethanol and biodiesel plants into advanced Biorefineries.

Founded in 2006, Aemetis owns and operates a 60 million gallon per year capacity ethanol and animal feed production facility in Keyes, California. Aemetis also owns and operates a 50 million gallon per year capacity renewable chemical and advanced fuel production facility on the East Coast of India producing high quality, distilled biodiesel and refined glycerin for customers in Europe and Asia. Aemetis operates a research and development laboratory and holds many granted patents on technology related to the production of renewable fuels and renewable chemicals.

Aemetis has received \$35 million in EB-5 funding and has \$140 million in revenues. The company has over 140 employees worldwide, and is publicly traded on the NASDAQ stock market under the symbol AMTX.

Aemetis means "The One Prudent Wisdom", referring to the prudence and wisdom of replacing petroleum with renewable fuels and chemicals. The Aemetis name is derived from the Scottish "Ae", meaning "the one", and the Greek "Metis" who was the mother of goddess Athena, meaning "prudent wisdom".

# Aemetis Advanced Biorefinery Named #1 Waste-to-Value Project in the World


Posted on June 19, 2018 (<http://www.aemetis.com/aemetis-advanced-biorefinery-named-1-waste-to-value-project-in-the-world/>) by Kelly Shaver (<http://www.aemetis.com/author/kshaver/>)

CUPERTINO, CA - June 19, 2018 - Aemetis, Inc. (NASDAQ: AMTX) today announced that Biofuels Digest awarded the Aemetis cellulosic ethanol facility under development at the Riverbank site in California as the #1 Waste-to-value Project in the world. The Aemetis facility earned its #1 project ranking as a result of its low cost contracted inputs, high value outputs, proven process technology and a planned \$125 million USDA guaranteed loan. The facility was ranked above high profile and funded advanced biofuels projects including those developed by Fulcrum, Red Rock, Clariant, Poet and Enerkem.

Biofuels Digest noted that the Aemetis Riverbank project combines the best technology from leading technology providers LanzaTech and InEnTec with the local availability of waste orchard wood and other feedstock that can be used to produce Aemetis' high value cellulosic ethanol and valuable byproducts. The Aemetis Riverbank plant plans to integrate advanced arc furnace and gas fermentation technologies to convert agricultural waste biomass into below zero carbon (in terms of expected carbon intensity scores as determined under California's Low Carbon Fuel Standard), renewable cellulosic ethanol and high value fish meal.

"Though the Aemetis Riverbank cellulosic ethanol plant is designed to use any biomass material, the conversion of agricultural waste biomass into high value, below zero carbon biofuel utilizes the unique availability of over 1.6 million tons of annual waste wood feedstock in the Central Valley from almond and walnut orchards," stated Eric McAfee, the Chairman and CEO of Aemetis. "Aemetis holds exclusive rights in California and important rights worldwide for biomass conversion using the InEnTec gasifier and LanzaTech microbial reactor technologies. With California Low Carbon Fuel Standard (LCFS) credits trading at a record \$180, up from about \$62 a year ago, we expect that the production of advanced biofuels from below zero carbon waste feedstocks could generate more than \$50 million per year of positive cash flow from the 12 million gallons per year of production capacity built in the first phase of construction (assuming prices and credits remain at current levels), with a planned expansion to about 40 million gallons per year of production capacity thereafter at the Riverbank site."

Aemetis seeks to reduce air pollution in California's Central Valley, where the recent closure of biomass to electricity plants has led to an oversupply of waste orchard wood and other feedstock, and a return to burning agricultural waste. The Aemetis cellulosic ethanol project converts these agricultural wastes into high value renewable fuels and animal feed. Key milestones of the Aemetis Riverbank project include:

 Recently completed operation of a fully integrated demonstration unit of the InEnTec gasifier and LanzaTech microbial reactor technologies in Richland, Washington, which generated high commercial yields of 77 gallons of ethanol per ton of feedstock;



Signed a 20-year feedstock supply agreement starting at only \$1.5 per bone dry ton; and



Deployment of the LanzaTech process technology in China to convert steel mill waste gases into ethanol using a similar reactor design to that planned to be deployed in the Aemetis Riverbank plant.

The Aemetis Riverbank plant will be built in Riverbank, California near the existing Aemetis Keyes 60 million gallon ethanol facility. Aemetis is in the process of completing final engineering and permitting, with plans to complete project financing and begin construction of the Riverbank plant this year.

## About Aemetis

Headquartered in Cupertino, California, Aemetis is an advanced renewable fuels and biochemicals company focused on the acquisition, development and commercialization of innovative technologies that replace traditional petroleum-based products by the conversion of ethanol and biodiesel plants into advanced biorefineries. Founded in 2006, Aemetis owns and operates a 60 million gallon per year ethanol production facility in California's Central Valley, near Modesto. Aemetis also owns and operates a 50 million gallon per year renewable chemical and advanced fuel production facility on the East Coast of India producing high quality distilled biodiesel and refined glycerin for customers in India, the US and Europe. Aemetis operates a research and development laboratory, and holds a

[Blog](#) [States Use Renewable Energy to Win Corporate Business](#)

# States Use Renewable Energy to Win Corporate Business

## Business

by [Celina Bonugli](#) - February 03, 2017

[Print](#) | [More](#)

U.S. states often tussle over who can attract the most innovative,

highgrowth businesses. Increasingly, governors can point to a new factor that makes their state competitive: affordable renewable energy.

Advanced Energy Economy cites that nearly half of Fortune 500 companies have a sustainability or

renewable energy target; 22 have committed to 100 percent renewable energy. These



U.S. solar farm. Photo by U.S. Department of the Interior/Wikimedia Commons

companies include Walmart, General Motors, Amazon and others who have also signed on to the Corporate Renewable Energy Buyers' Principles.

OK with the renewable energy they want at per scale the privacy need.

Similar technologies.

A report this month from Retail Industry Leaders Association (RILA) and Information Technology Industry Council (ITI) ranks all 50 U.S. states based on 15 indicators for how easily companies can purchase renewable energy to power their operations. The top five states were Iowa, Illinois, New Jersey, California and Texas.

The report notes that the "structure of a state's electricity market can directly influence where corporations choose to invest in renewable projects." Overall, states with deregulated electricity markets earned higher rankings because companies in those states had "retail choice," meaning customers can choose which energy provider supplies their electricity. States with regulated markets, where a monopoly utility provides power to all customers and chooses the source of this power, may initially appear limited. However, the rankings concluded that even fully regulated states can succeed in offering large-scale renewable energy to big customers. Iowa is a regulated state and still came out on top.

#### **Regulated States Use Green Tariffs to Create Renewable Energy Purchasing Opportunities**

Green tariffs are one option states with regulated markets can pursue to provide renewable energy to corporations. A green tariff is a large-scale purchasing program where customers can work with their utility to source up to 100 percent of their electricity from renewable resources through a fixed rate. There are now 10 green tariff programs in operation across the United States responsible for approximately 450 megawatts (MW) of new renewable energy production. This renewable power avoids an estimated 554,000 metric tons of CO<sub>2</sub> annually, the equivalent of taking almost 118,000 vehicles off the road each year.

#### **Using Green Tariffs to Attract Business**

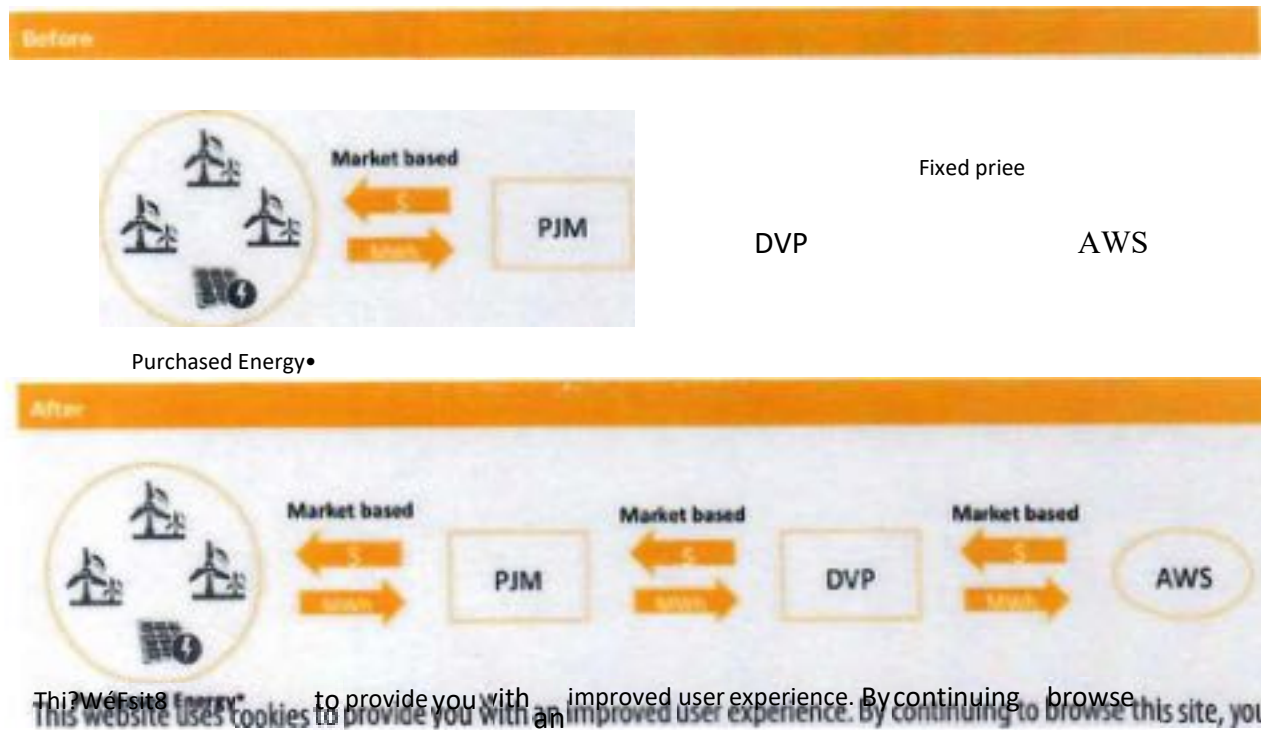
Amazon Web Services (AWS) has several data centers in Virginia. Although AWS can directly enter into independent contracts with renewable energy facilities in Virginia, the company must then sell this energy onto the electric



power market— in this case PJM—rather than consume it. AWS's data centers must source their power from Dominion Virginia Power (DVP), the state's retail electric utility.

Recognizing that the energy supply of these data centers was essential to achieving AWS's commitment to source 100 percent renewable energy, the company approached Dominion seeking options. In collaboration with AWS, Dominion created an alternative to their existing green tariff, Schedule RG, and proposed an improved option, a market-based electricity rate known as Schedule MBR.

Schedule MBR provides a link between production and consumption. Under Schedule MBR, large corporate buyers can contract with independent renewable energy facilities and pay a retail electricity rate through Dominion that closely matches the PJM market prices the renewable energy projects earn. Through this electricity rate, Schedule MBR essentially acts as a hedge against volatility in the electricity pricing market. Rocky Mountain Institute illustrates this:



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While Schedule MBR can be used to access any energy from the PJM market, the intent was to provide more access to renewables. With its approval last September, AWS was able to enter into five new solar farm agreements. These solar farm deals will generate 180 MW hours of new solar power, enough energy to supply more than 36,000 U.S. homes in a year.

Schedule MBR establishes a mechanism for customers to access the type of fuel source they desire. This mechanism is sought by other regulated utilities, many of which are looking to create a similar market-based product.

New Mexico is also responding to the growing corporate demand for renewable energy.

Last year, Facebook approached utilities in two different states, asking each to provide a product that that would supply a 2017 planned data center with 100 percent renewable energy.

Public Service Company of New Mexico (PNM) quickly responded, creating the state's first green tariff, the Green Energy Rider. By using the Green Energy Rider, PNM will procure an initial amount of 30 MW of solar energy from independent facilities to service the data center. PNM will eventually ensure enough renewable energy sources are acquired to meet the data center's 110 MW average daily load.

According to PNM's application, this data center will also attract an initial capital investment of more than \$250 million and create 4,000 — 5,000 jobs.

In a Facebook post celebrating the deal, Governor Susana Martinez said coordination between utilities and government could attract businesses to New Mexico. "By working together at all levels of government, and with private partners like PNM, we have helped make New Mexico a home for one of the largest tech companies in the world," she said.

### [An Essential Renewable Energy Solution](#)

United States are of actively similar technologies. pursuing additional renewable  
policy energy purchases. details. For the

foreseeable future, these large companies will continue to buy a substantial portion of their power from their local utility.

States with regulated markets will need to be creative and flexible in order to retain and attract this business. Utilities, regulators and large customers must continue to work together to make renewable energy procurement easy and affordable. Check out the Corporate Renewable Energy Strategy map, which highlights these opportunities as they emerge.

TAGS:

GQQQr.atesustainability, business, electLLIG1ty-td9, energy-ness, renewable-energy, [solar](#), wind

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## Aemetis Receives USDA Conditional

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# Commitment for \$125 Million, 20-year Financing of Riverbank Biorefinery

📅 Posted on February 12, 2019 (<http://www.aemetis.com/aemetis-receives-usda-conditionalcommitment-for-125-million-20-year-financing-of-riverbank-biorefinery/>) by webmaster (<http://www.aemetis.com/author/webmaster/>)

## California Plant Designed to Produce Advanced Biofuels with Below Zero Carbon Emissions

CUPERTINO, CA- February 12, 2019 - Aemetis, Inc. (NASDAQ: AMTX) announced today that the USDA has issued a Conditional Commitment under the 9003 Biorefinery Assistance Program to guarantee a \$125 million, 20-year loan to the Aemetis cellulosic ethanol plant to be built in Riverbank, California. The Riverbank plant is designed to convert orchard, forest and Other biomass waste into cellulosic ethanol with below zero carbon emissions.

Following Phase I approval for a loan guarantee from the USDA in late 2016, Aemetis invested more than \$10 million to build and operate an integrated demonstration plant, obtained an independent engineering review, secured the Riverbank site, signed an ethanol offtake agreement, entered into a 20-year fixed-price feedstock supply agreement, completed preliminary engineering, and obtained necessary environmental approvals in order to complete the requirements for the issuance of the USDA Conditional Commitment.

"The Aemetis Riverbank project is needed to meet the mandates set forth in the federal Renewable Fuel Standard and California's Low Carbon Fuel Standard to improve air quality, reduce greenhouse gas emissions, expand domestic employment, reduce dependence on imported crude oil and attract investment into U.S. industrial projects," said Eric McAfee, Chairman and CEO of Aemetis. "This USDA loan guarantee supports the conversion of waste orchard, forest and other biomass in California into clean, low carbon biofuels, launching the first phase of four Aemetis cellulosic biofuels plants planned in the Central Valley."

The Conditional Commitment of the \$125 million USDA loan guarantee is in addition to the recently granted \$12 million California state tax waiver and the \$5 million California Energy Commission Notice of Proposed Award for the Riverbank project. Preliminary engineering has been completed and construction of the Riverbank plant is expected to begin in mid2019.

## About Aemetis

Headquartered in Cupertino, California, Aemetis is an advanced renewable fuels and biochemicals company focused on the acquisition, development and commercialization of innovative technologies that replace traditional petroleum-based products by the conversion of ethanol and biodiesel plants into advanced biorefineries. Founded in 2006, Aemetis owns and operates a 60 million gallon per year ethanol production facility in California's Central Valley, near Modesto. Aemetis also owns and operates a 50 million gallon per

year renewable chemical and advanced fuel production facility on the East Coast of India producing high quality distilled biodiesel and refined glycerin for customers in India, the US and Europe. Aemetis operates a research and development laboratory, and holds a portfolio of patents and related technology licenses for the production of renewable fuels and biochemicals. For additional information about Aemetis, please visit [www.aemetis.com](http://www.aemetis.com) (<http://www.aemetis.com>).

## Safe Harbor Statement

This news release contains forward-looking statements, including statements regarding our assumptions, projections, expectations, targets, intentions or beliefs about future events or other statements that are not historical facts. Forward-looking statements in this news release include, without limitation, statements relating to the construction and operation of the cellulosic production facility in Riverbank, California, the plans to construct additional cellulosic facilities, and the ability to access various government programs. Words or phrases such as "anticipates," "may," "will," "should," "believes," "estimates," "expects," "intends," "plans," "predicts," "projects," "showing signs," "targets," "will likely result," "will continue" or similar expressions are intended to identify forward-looking statements. These forward-looking statements are based on current assumptions and predictions and are subject to numerous risks and uncertainties. Actual results or events could differ materially from those set forth or implied by such forward-looking statements and related assumptions due to certain factors, including, without limitation, competition in the ethanol, biodiesel and other industries in which we operate, commodity market risks including those that may result from current weather conditions, financial market risks, customer adoption, counter-party risks, risks associated with changes to federal policy or regulation, and other risks detailed in our reports filed with the Securities and Exchange Commission (the "SEC"), including our Annual Report on Form 10-K for the year ended December 31, 2017, and in our subsequent filings with the SEC. We are not obligated, and do not intend, to update any of these forward-looking statements at any time unless an update is required by applicable securities laws.

This entry was posted in Press Releases (<http://www.aemetis.com/category/press-releases/>). Bookmark the permalink (<http://www.aemetis.com/aemetis-receives-usda-conditional-commitment-for-125-million20-year-financing-of-riverbank-biorefinery/>).

4- Aemetis Dairy Biomethane Digester Project Achieves Milestones  
(<http://www.aemetis.com/aemetis-dairy-biomethane-digester-project-achieves-milestones/>)  
Aemetis announces \$125M USDA loan guarantee for Riverbank plant -9  
(<http://www.aemetis.com/aemetis-announces-125m-usda-loan-guarantee-for-riverbankplant/>)

Search ...

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AEMETIS, INC. CORPORATE HEADQUARTERS

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United States (<http://www.aemetis.com/company/contact/>).

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Renewable-power struggle

# REBA is a new lobby for corporate buyers of clean energy

Its members face problems in the nascent market



AMERICA'S PRESIDENT has little interest in fighting climate change. Not so its companies. Last year businesses tapped more than 8.5 gigawatts of clean energy in America, nearly triple the level of 2017, according to BloombergNEF, an energy research firm. Although more than 150 big corporations around the world have

set targets to buy all their power from renewable sources, America accounts for 63% of corporate purchases of clean gigawatts. On March 28th green-minded companies there transformed the Renewable Energy Buyers Alliance (REBA), a non-profit organisation, into a fully fledged lobby group to further the cause.

REBA now wants corporate purchases of green electricity to ramp up dramatically. In a sign of how broad the clean-power movement has become, its members include big names in technology (Google), carmaking (General Motors), banking (Citigroup), media (Disney) and more. But REBA'S creation also hints that, as firms race to go green, they are running into a number of problems. In the process of collectively solving them, they could reshape power markets.

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AEMETIS

[www.aemetis.com](http://www.aemetis.com)





AEMETIS

# Commercializing Below Zero Carbon Advanced Biofuels Production

Eric A. McAfee  
Chairman/CEO – Aemetis, Inc.  
January 2019



## Disclaimer

Certain of the statements contained herein may be statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential, or continue" and similar expressions identify forward-looking statements.

Actual results, performance or events may differ materially from those projected in such statements due to, without limitation: (i) general economic conditions, (ii) ethanol and gasoline prices, (iii) commodity prices, (iv) distillers grain markets, (v) supply and demand factors, (vi) transportation rates for rail/trucks, (vii) interest rate levels, (viii) ethanol imports, (ix) changing levels of competition, (x) changes in laws and regulations, including govt. support/incentives for biofuels, (xi) changes in process technologies, (xii) the impact of acquisitions, including related integration issues, (xiii) reorganization measures and (xiv) general competitive factors on a local, regional, national and/or global basis, (xv) natural gas prices, and (xvi) chemicals and enzyme prices.

The matters discussed herein may also involve risks and uncertainties described from time to time in the company's annual reports and/or auditors' financial statements. The company assumes no obligation to update any forward-looking information contained herein, and assumes no liability for the accuracy of any of the information presented herein as of a future date.

### Non-GAAP Financial Information

We have provided non-GAAP measures as a supplement to financial results based on GAAP. A reconciliation of the non-GAAP measures to the most directly comparable GAAP measures is included in the accompanying supplemental data. Adjusted EBITDA is defined as net income/(loss) plus (to the extent deducted in calculating such net income) interest expense, loss on extinguishment, income tax expense, intangible and other amortization expense, depreciation expense, and share-based compensation expense.

Adjusted EBITDA is not calculated in accordance with GAAP and should not be considered as an alternative to net income/(loss), operating income or any other performance measures derived in accordance with GAAP or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. Adjusted EBITDA is presented solely as a supplemental disclosure because management believes that it is a useful performance measure that is widely used within the industry in which we operate. In addition, management uses Adjusted EBITDA for reviewing financial results and for budgeting and planning purposes. EBITDA measures are not calculated in the same manner by all companies and, accordingly, may not be an appropriate measure for comparison.



# national renewable fuels using **technology for the**

**Traditional Corn Ethanol and Vegetable Oil Biodiesel**

PAST



G1

**Advanced Biofuels (Purpose-Grown Feedstocks)**

PRESENT



G2

**Low Carbon, Low Land Use (Waste Orchard/Forest/Oils)**

FUTURE



G3





## Aemetis Overview

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- **Founded in 2006 by biofuels veteran (co-founder of Pacific Ethanol; EPM)**
- **\$170 million revenue in 2018; 110 million gallons per year biofuels capacity**
  - Own/operate 60+ million gallon ethanol plant in California
  - Own/operate 50 million gallon capacity Biodiesel and Glycerin refinery in India
  - Building \$30 million Dairy Biogas digesters, pipeline and cleanup system
  - Building \$175 million Cellulosic Ethanol plant (waste orchard wood feedstock)



# Management and Board of Directors

## Board of Directors



**John Block** - Former Secretary of Agriculture from 1981-86 under President Reagan

**Fran Barton** - Former CFO of five high tech companies with revenues above \$1 billion

**Dr. Steven Hutcheson** - Molecular genetics founder of Zymetis, acquired in 2011 by Aemetis

**Lydia Beebe** – Former 20-year Chevron corporate officer (38 years at Chevron)



## **Eric McAfee - Chairman and CEO**

- Founder of *Aemetis* (NASDAQ: AMTX) and co-founder of *Pacific Ethanol* (NASDAQ: PEIX)

- Founding shareholder of oil production company *Evolution Petroleum* (NYSE: EPM)

- Founded seven public companies and funded twenty-five private companies as principal investor



## **Todd Waltz - EVP and CFO**

- Joined Aemetis in 2007

- Served in senior financial management roles with Apple, Inc. for 12 years

- Ernst & Young CPA



## **Andy Foster - EVP and President, Aemetis Advanced Fuels**

- Joined Aemetis in 2006

- Senior executive at three Silicon Valley tech companies

- Served in the George H.W. Bush White House (1989-1992) as Associate Director - Office of

- Political Affairs and as Deputy Chief of Staff for Illinois Governor Edgar for five years



## **Sanjeev Gupta - EVP and President, Aemetis International**

- Joined Aemetis in 2007

- Manages India biodiesel and glycerin business

- Previously head of petrochemical trading company with about \$250 million revenues and offices on several continents





## Unique Attribute of Biofuels: “Below Zero” Carbon Emissions

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**Solar, Wind, Hydro and Nuclear electricity** reduce emissions of new greenhouse gases compared to coal and petroleum, but **do not consume CO<sub>2</sub>** from the atmosphere.

**Renewable fuels and biogas** from plant materials **consume CO<sub>2</sub>** and can help reverse **Climate Change** by the use of waste wood and renewable oil feedstocks.

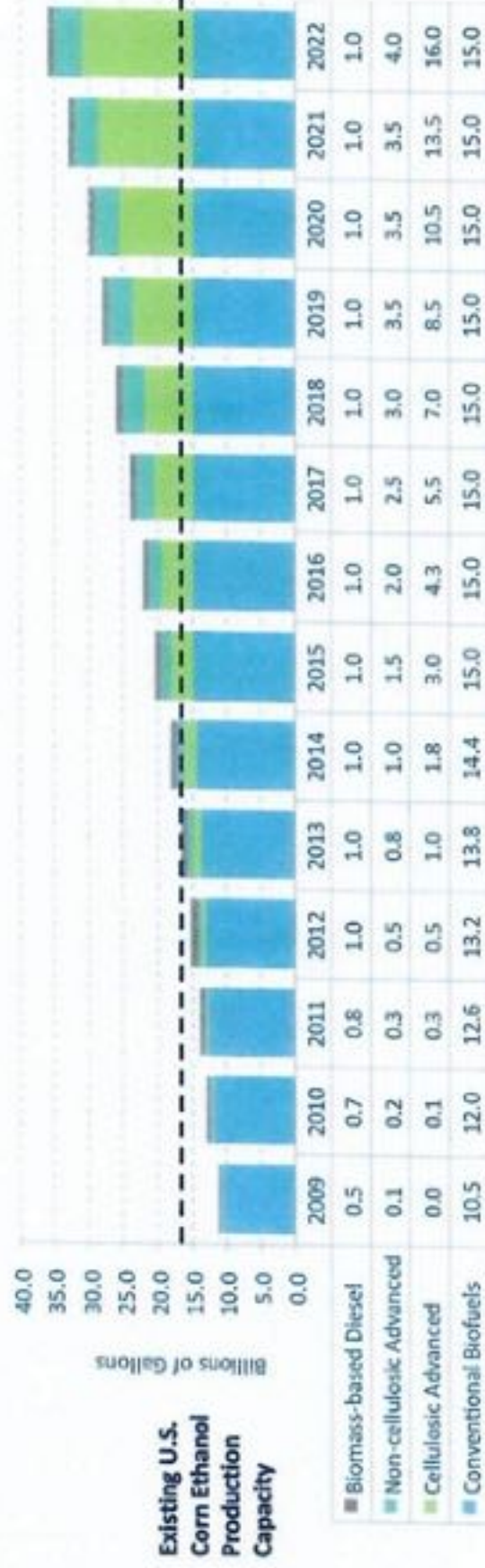




## Expanding US Federal Renewable Fuel Standard Mandate

*In order to meet the federal Renewable Fuel Standard, obligated parties are required to blend biofuels in increasing quantities each year*

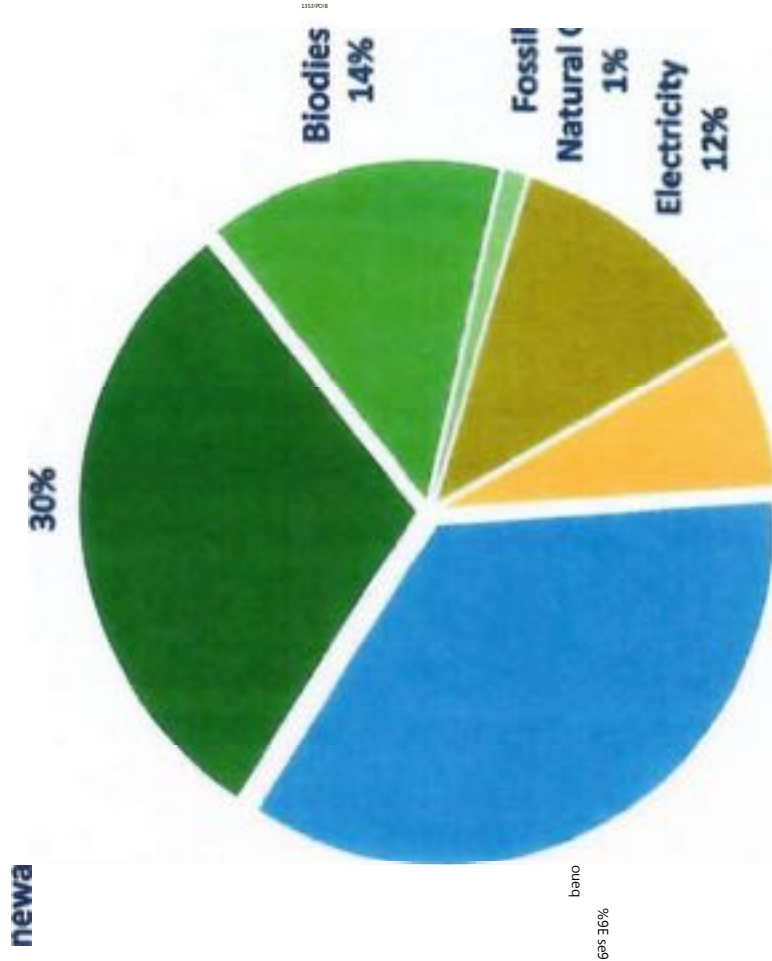
- “Conventional Biofuels” reduce greenhouse gas emissions by 20% relative to gasoline/diesel
- “Advanced Biofuels” reduce greenhouse gas emissions by 50% relative to gasoline/diesel
- Higher ethanol blends (E15 and E85), recent ASTM approval of 100 octane gasoline and expanding export markets expected to drive favorable supply/demand for biofuels



# California LCFS Carbon Reduction

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California Air Resources Board: "Low Carbon Fuel Standard Re-Adoption: Fuel Availability" - April 25, 2018





# California LCFS: Favorable and Enforced Regulatory Environment

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## California Low Carbon Fuel Standard (LCFS)

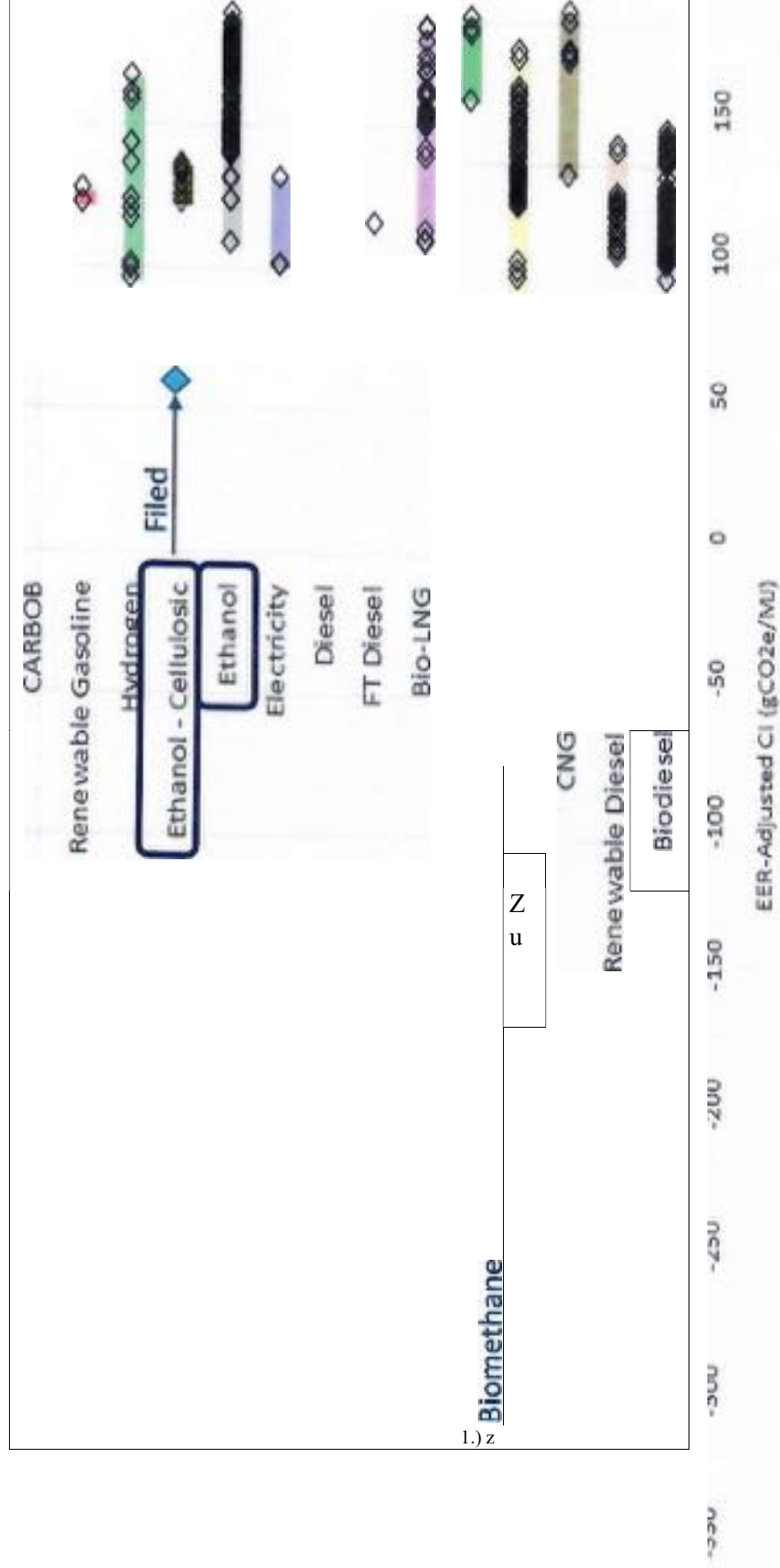
- The Low Carbon Fuel Standard (LCFS) is administered by the **California Air Resources Board**
- The LCFS “**Cap and Trade**” system was established in 2007 and **extended in 2017 to year 2030** to offset emissions from petroleum fuels
- Petroleum importers, refiners and wholesalers can either develop their own low carbon fuel products or **buy LCFS credits** from other companies that develop and sell low carbon alternative fuels, such as biofuels plants
- LCFS credits traded \$62 in July 2017, but **LCFS credits are now \$190**
- As part of obtaining the political support for LCFS extension, credits are expected to not exceed \$200 through 2030





# California LCFS Carbon Intensity Values

Carbon Intensity Values of Current Certified Pathways (2018)



Source: California Air Resources Board - October 2018





# Pre-treatment, Distilled

8:0diESpend no/nad6TY0E.in

Argentina, Greece, etc.

- Stearine biodiesel
- Refined Glycerin
- High Free Fatty Acid (FFA) vegetable oil pretreatment unit





## India Biofuels Market – Emerging Rapidly

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**Significant air quality problems: 13 of 20 worst polluted cities**

**100% Biodiesel Fuel approved by India Govt**

- Only major country in the world with 100% biodiesel fuel
- Replacement of Diesel for large fleet customers of Universal Biofuels
- Sold at a discount to diesel (**improved margins with higher crude prices**)

**25 billion gallon diesel market with 20 billion gallons imported**

- Policies to support biodiesel production: 2018 National Biofuels Policy
- Goods and Services Tax (GST) reduced from 18% to 12% (January 2018)
- January 2018 India Govt tender for 260 million gallons of biodiesel

**India plant production of distilled biodiesel from waste feedstocks**





ALTERNATIVE

> 100% 100%

# Aemetis 12 mgy Cellulosic Ethanol Plant: Riverbank, California

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**Project Funding: \$175 million to open plant in 2020**

- **Capital Expenditures: \$126 million**
- **Commissioning: \$8 million**
- **Reserves/Working Capital/Contingency: \$41 million**

**Funding Sources:**

- **USDA guaranteed 20 year, low interest loan: \$125 million**
  - **California tax waiver and grant funding: \$18 million**
  - **Other funding: \$32 million (\$10 million already invested)**
- EBITDA: \$58 million per year (waste orchard wood under 20 year contract)**



# USDA 9003 Loan Guarantee Approved for \$125 million Loan

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## Loan Overview

- USDA 9003 Biorefinery Assistance Program
- \$125 million, 20 year bank syndicated loan with 80% USDA Loan Guarantee
- Aemetis has invested \$10 million in project to date

## Milestones Achieved

- Environmental Assessment Completed
- 20 year Feedstock Contracts Completed
- Ethanol Off-Take Contracts Completed
- Integrated Demonstration Unit operated for 120 days
- Bank Approved Financial Model Complete
- Technical Report Completed
- Preliminary Engineering





# EB-5 Approved Exemplar by USCIS for \$50 million



- USDA "National Interest" EB-5 project support letter received
- Aemetis advanced biofuels project converts former Army ammunition plant
- Creates 2,000 new direct, indirect and induced jobs
- Aemetis completed \$35 million EB-5 raise for Keyes ethanol plant
- 3% interest rate, subordinated funding, no conversion into stock
- No equity dilution to Aemetis

## Job Creation

	2019	2020	2021	2022	2023
Revenues	\$63,381,000	\$92,125,000	\$94,718,000	\$95,135,000	\$95,353,000
Total Jobs	836	1,127	1,424	1,720	2,014

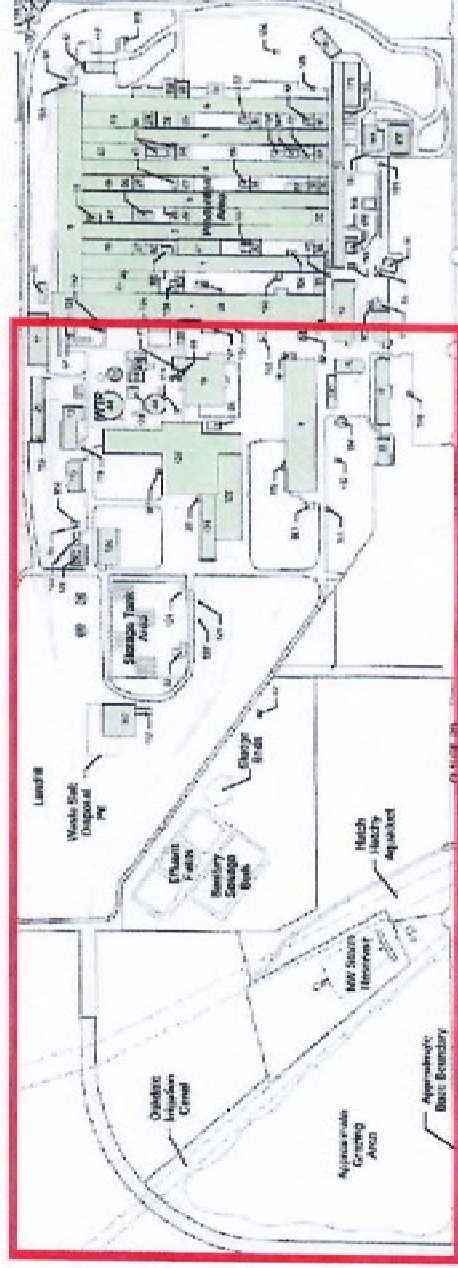


- Former US Army Ammunition Production Plant near Modesto, CA
- Additional space for expansion
- Existing Power and Building Infrastructure
- 100% Hydroelectric Power
- Rail spur in place
- Feedstock storage areas adjacent to plant



**Site Status:**

- Site Layout Complete
- Site Permitting Complete



**Riverbank Site: Aemetis 55 Year Lease**





# 20-Year Feedstock Contract Completed

- Signed 130,000 ton for \$15 BDT fixed price
- Price escalator increases price by \$1-2/BDT per year
- 20 year agreement, 10 year initial term with renewal for an additional 10 years
- No obligation to purchase feedstock
- Specific feedstock composition and logistics negotiated



## Amertec Feedstock Purchase Agreement

This Feedstock Purchase Agreement (the "Agreement") is made and entered into as of July 20, 2017 ("Effective Date"), by and between

("Seller"), to sell and deliver, and Amertec Advanced Products, Inc., a Delaware corporation having a office of business at 2000 Stevens Creek Boulevard, Suite 200, Cupertino, California 95014 ("Buyer") to purchase and receive feedstock under the following terms and conditions. The Seller and the Buyer are the parties to this Agreement (the "Parties").

The Parties hereby agree as follows:

1. **Definitions.** "Feedstock" has the meaning set forth in Exhibit A and as more fully described in Exhibit C hereto. The Seller hereby agrees to deliver to Buyer less (the actual flow by tons) (33,000 BDT) monthly during the duration of this Agreement (the "Feedstock Ton"). Buyer shall provide (Buyer) days prior written notice to Seller before the first delivery of Feedstock by Seller to Buyer. Buyer shall thereafter have the right to increase or decrease the daily deliveries of Feedstock at any time upon five (5) days prior written notice, not to exceed the Feedstock Ton per month and not to be less than 2,000 tons Dry Tons per month. At the election of Buyer, Feedstock deliveries shall be to facilities in or near five (5) miles from Modesto, California.

2. **Price.** The base price ("Base Price") for Feedstock, shall be fifteen dollars per Bone Dry Ton (555.00/BDT) delivered FOB Buyer's plant. Buyer shall pay for the debounced Feedstock by the 25th day of the month after the month of delivery.

3. **Delivery.** Seller shall deliver to Buyer the Feedstock as defined in Exhibit A attached to this Agreement. Buyer shall receive Feedstock deliveries Monday through Saturday between 5:00 AM and 6:00 PM, but reserves the right to modify delivery times as it deems necessary. Feedstock shall be delivered to Amertec Advanced Products, Inc., at 5335 Chen Road, Riverbank, California 95357 or another facility within five (5) miles of Modesto, California, as directed by the Buyer.

4. **Term.** The Term of this Agreement ("Term") is for twenty (20) years from the date of first delivery of Feedstock, as described in and subject to the attached Exhibit B - Terms & Conditions which are hereby made a part of this Agreement as if fully set forth herein.

5. **Warranties.** Seller warrants and represents that it shall have legal title to all Feedstock sold to Buyer hereunder, and that the Feedstock shall be produced and transported in accordance with all applicable laws and regulations. Buyer reserves the right to reject any Feedstock delivery which does not meet the feedstock specifications in Exhibit A of this Agreement or is deemed unsuitable ("Unacceptable Feedstock").

6. **Insurance.** Seller shall maintain workers' compensation, property damage, and liability insurance, and shall cause its transportation contractor(s) to maintain truck insurance as required by law.

7. **Risk.** Title and risk of loss of feedstock shall pass to Buyer upon delivery of O.S. Buyer facilities.

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# InEnTec Gasifier Exclusive Contract Completed



## MASTER PURCHASE AND SALE AGREEMENT

This Master Purchase and Sale Agreement (this "Agreement") is entered effective as of May 23, 2017, (the "Effective Date") by and between InEnTec, Inc., a Illinois corporation ("InEnTec" or "Seller"), and Acemetic, Inc., a Nevada corporation listed on NASDAQ under symbol AMTX ("Acemetic" or "Buyer"). InEnTec and Acemetic are each referred to in this Agreement as a Party and collectively as Parties.

WHEREAS, Buyer intends to deploy InEnTec's gasification technology combined with InEnTec's fermentation technology to produce primarily renewable ethanol as well as hydrogen and by-products including animal feed, glass, and electrical power; and

WHEREAS, InEnTec is the exclusive provider of its patented and proprietary gasification technology and equipment and related engineering;

THHEREFORE, the Parties hereby agree as follows:

1. **Acemetic's Exclusive Rights.** Subject to all provisions of this Agreement during the term hereof, Acemetic shall have the right to purchase G250 gasifiers from InEnTec, including all future improvements or replacements to such model of gasifier.

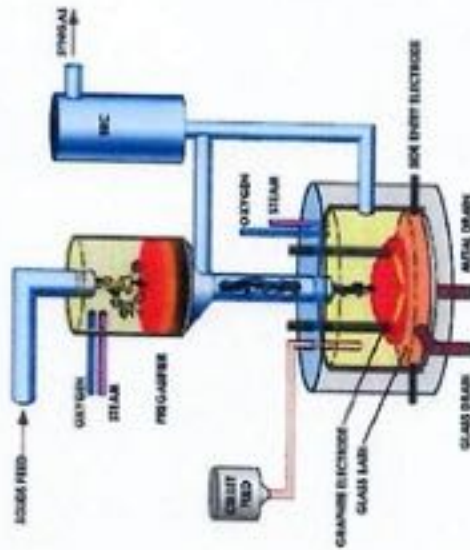
## 2. **Exclusivity Arrangements**

2.1 For any purchase of equipment by Acemetic from InEnTec, InEnTec and Acemetic shall enter into an Equipment Purchase and Sale Agreement substantially in the form attached as Exhibit A ("Purchase Agreement"). Either Party may request deviations from the form for any reason (e.g., based on project specific factors or implementation experiences, but each Party's consent to such deviations shall be in their sole discretion).

2.2 Once signed, each respective Purchase Agreement becomes the complete definitive document applicable to that particular sale and purchase of equipment, and this Agreement shall have no force or effect with respect to that transaction.

2.3 Acemetic may designate a subsidiary that is both Acemetic-controlled and Acemetic majority-owned to be the counter party of InEnTec on any individual Purchase Agreement, provided, however, that no Seller Competitor has any ownership or control, directly or indirectly, in any such designated subsidiary. Acemetic shall identify the ownership interests to InEnTec prior to executing each Purchase Agreement. Acemetic hereby unconditionally, jointly, and severally guarantees the performance of the subsidiary (and any assignee or transferee) of all obligations owed to InEnTec pursuant to such Purchase Agreement.

2.4 Each individual Purchase Agreement shall be limited to facilities using InEnTec's other fermentation technologies with the primary product being Ethanol. The "Acemetic Field" definition in Section C) of the Purchase Agreement shall be adjusted in each case so that the allowed feedback quantity of certain materials is limited to no more than 100 tons per day of non-hazardous waste and up to 500 tons per day of municipal solid waste and/or



6/2/17





# Permits: Finding of No Significant Impact (FONSI) Completed

- USDA Office of General Counsel Review Complete
- NEPA and FONSI newspaper postings complete
- Public comment period and responses accepted by OGC complete



## AFFIDAVIT OF PUBLICATION

ISSUES PAGE	SECTIONS FOUR	EDITION PUBLIC NOTICE	DATE JULY 11, 2017	ISSUES PAGE

### Attention:

AGNETS INC.  
20400 STEVENS CREEK BLVD  
SANTA CLARA, CA 95051

Destination of Publication

C.C.P. 32015.3

STATE OF CALIFORNIA

.....

1

1

### 3.4.2 No Notice Alternative

I, the undersigned, being sworn to, depose and affirm that the publication of notice of application for proposed project:



### FINDING OF NO SIGNIFICANT IMPACT

Multi-Foodstock Ethanol Production Facility  
Arroyo Advanced Products Keyes, Inc.  
Riverbank, California

Rural Business-Cooperative Service  
U.S. Department of Agriculture

Prepared by:  
Peggy Wade  
Program Support Staff  
Rural Housing Service

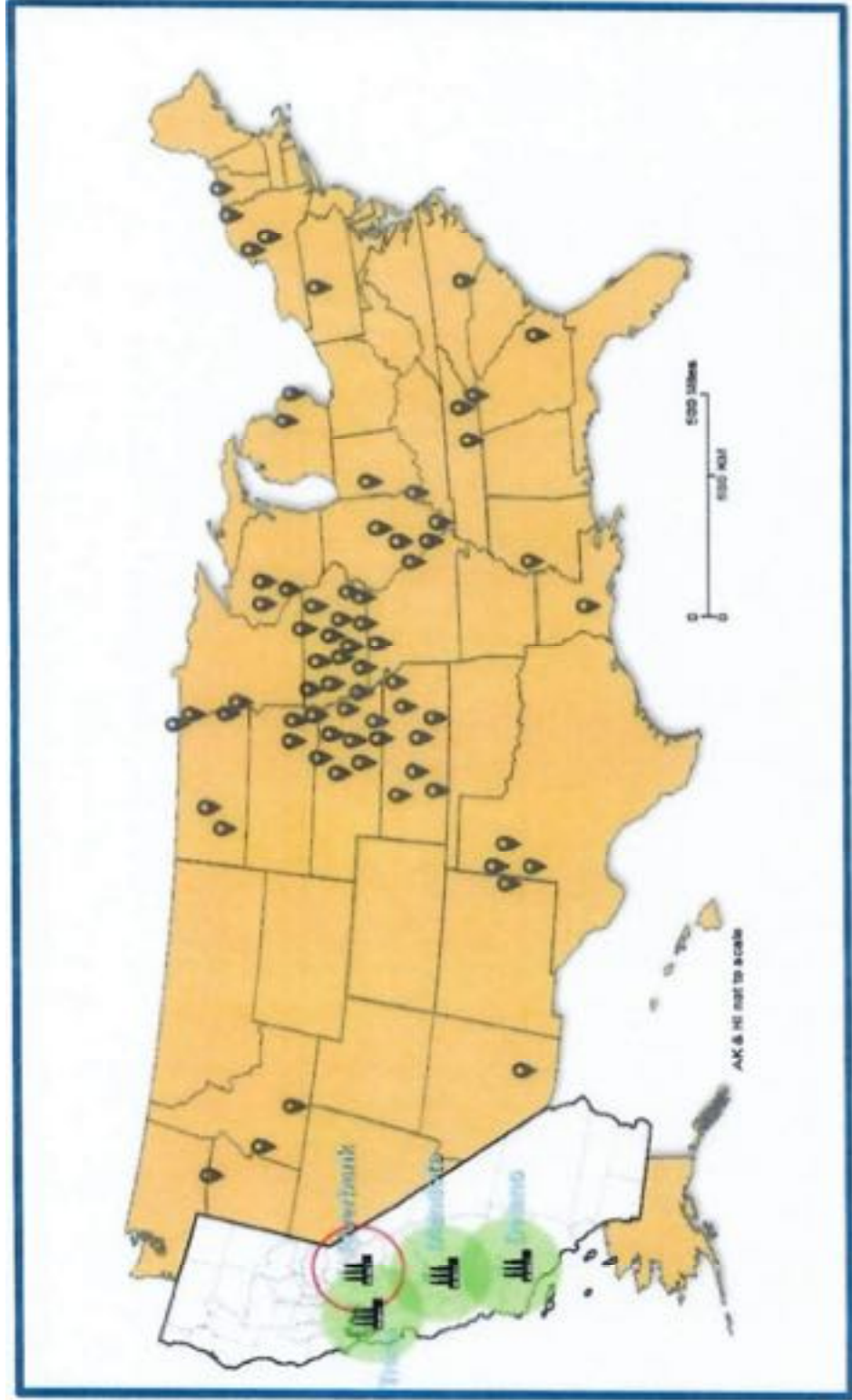
September 2017

1428 Independence Ave. S.W. Washington, DC 20250-2099  
800. 455. 6767 ext. 2010

Issued under the authority of the Secretary

"USDA is an equal opportunity provider, employer and lender."  
To file a complaint of discrimination with USDA, Branch, Office of Civil Rights, 1428 Independence Avenue, S.W., Washington, DC 20250-2099 or call (800) 455-6767 (voice) or (800) 725-4568 (TDD).

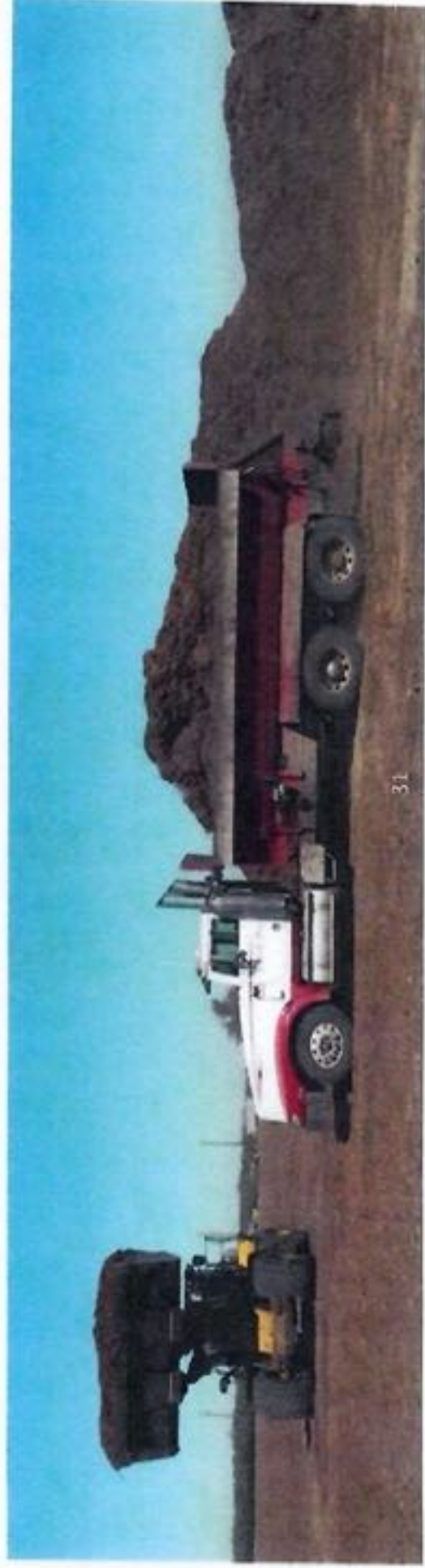








**Biogas and Advanced Biofuels from Dairy and Orchard Waste  
Producing “Below Zero Carbon” Renewable Fuel**



**Lower Fuel Costs, Lower Carbon Emissions, Better Air Quality,  
National Energy Security and More Jobs”**



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### **About Strategic Capitol Consulting**

Strategic Capitol Consulting, LLC (SCC) is a fully-integrated, bipartisan public affairs firm specializing in federal, state and local government relations and business development advisory services. Founded in 2012 by former Speaker of the House Steven Tilley, he and his partner, Tom Robbins, have cultivated one of the top lobbying firms in Missouri. SCC's key policy issues include public-private partnerships, health care, technology, energy, insurance, education, gaming, medical cannabis, tax credits and not-for-profits. Notable SCC successes include securing funding for nurses attending to special needs children, workforce development programs for non-profits such as Mission: St. Louis, protecting Missouri's franchise law and free market values for local dealers like Tesla, Inc. and securing millions for the restoration of the Harry S. Truman Presidential Library and Museum. SCC maintains offices in Jefferson City, Chesterfield and Perryville, Missouri.

### **About Steven Tilley**

Steven Tilley launched government affairs and business consulting firm Strategic Capitol Consulting (SCC) in 2012. Steven is principally responsible for developing strategy and lobbying Senate and House leadership and the Executive Branch. His key public policy areas include medical cannabis, health care, insurance, gaming, appropriations, and tax reform. Prior to launching SCC, Steven served in the Missouri House of Representatives. Elected in 2004, he was Majority Floor Leader and Speaker of the House. He is also an Optometrist. Before founding SCC, he was the co-owner of Tilley Eye Center and a Clarkson Eye Care branch. Steve is a member of the American and Missouri Optometric Association and a recipient of the St. Louis Business Journal Legislator of the Year and University of Missouri Presidential Citation Award.





# STATEMENT OF QUALIFICATIONS

Turn-Key Environmental & Demolition Services

# METRO INDUSTRIAL WREKING & ENVIRONMENTAL CONTRACTORS, INC.

273 WALT WHITMAN RD, SUITE  
HUNTINGTON STATION, NY 11746

125

## IMPORTANT INFORMATION



Metro Industrial Wrecking &  
Environmental Contractors, Inc.

Phone: 631-873-4357

### Firms Legal Name:

Metro Industrial Wrecking & Environmental Contractors, Inc.

Federal ID number: 27-3815343

### Address:

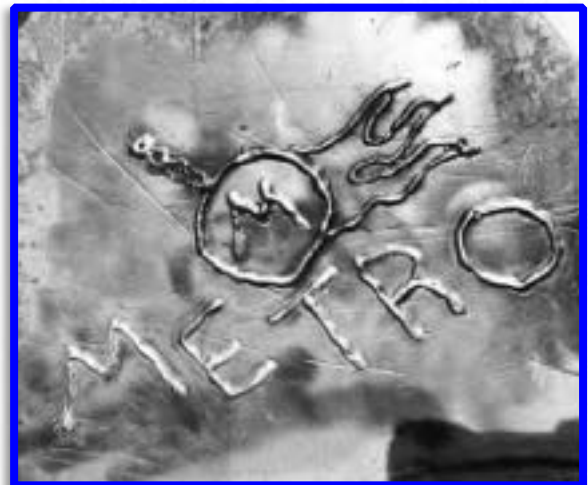
273 Walt Whitman Road, Suite 125  
Huntington Station, NY 11746

### Phone:

631-873-4357

### Fax:

631-425-7638



## Corporate Email:

[info@metroindustrialwrecking.com](mailto:info@metroindustrialwrecking.com)

## Work Category:

Asbestos abatement, Environmental remediation, Demolition and Site work

# METRO INDUSTRIAL WRECKING & ENVIRONMENTAL CONTRACTORS, INC.

273 WALT WHITMAN RD, SUITE  
HUNTINGTON STATION, NY 11746

125

### METRO OFFERS:

INDUSTRIAL  
DEMOLITION

INDUSTRIAL  
DECOMMISSIONING

ASSET RECOVERY

ENVIRONMENTAL  
SERVICES

STRUCTURAL  
SEPARATIONS

### LEADERS IN THE INDUS

Metro Industrial Wrecking &

- Manufacturing
- Packaging
- Printing
- Pharmaceutical
- Automotive
- Hotel
- Distribution
- Developers/Malls
- Power Generation

Environmental Contractors, Inc is one of the Nation's premier Demolition and Environmental services firms, specializing in providing our clients with "turnkey" Demolition, Environmental, and Site work solutions.

### TRY SINCE 1967...

more with the company. Metro Industrial has the ex- Metro Industrial is family owned and operated, with over 40 years in the demolition and environmental fields. The Metro Industrial family consists of "in house" engineering and expediting personnel, the sales and marketing team, an estimating dept, office staff, full time repair and maintenance shop personnel (various locations), site safety personnel, machine operators and a first class labor force. Most of our employees average 10 years or perience and manpower to bring any size project in on time, safely and cost effectively.

Metro Industrial is Headquartered in NY, although we maintain offices and heavy equipment yards in Hudson Falls NY, various locations on Long Island NY, Asheville, North Carolina, Statesboro, GA, and West Palm Beach Florida. Metro Industrial has the equipment and staff to safely and effectively service any size project, anywhere in the USA.

### INDUSTRIES:



## **INDUSTRIAL AND HEAVY COMMERCIAL DIVISION**

Metro's "Commercial and Industrial" Division has earned the reputation of being the "go to" demolition firm when it comes to complex or critical projects. From the most delicate structural separations to the most challenging Industrial Decommissioning, Metro's Industrial Division has completed some of the industry's most impressive projects to date.



**METRO INDUSTRIAL WRECKING & ENVIRONMENTAL**





Typical projects completed by Metro's Commercial and Industrial division include; Power Plants, Malls and shopping outlets, Warehouse and distribution hubs, printing press facilities, packaging plants, paper mills, commercial office space, automotive manufacturing facilities, hotels, theaters and arenas...

Metro's Commercial and Industrial projects range from a few hundred thousand square feet of demolition to a few million square feet.

Metro's "Industrial project designers" are experts in "value engineering", and prove a valuable resource in helping us save our clients hundreds of thousands of dollars on their projects, as well as trim valuable time off their overall project schedules.

## RESIDENTIAL AND INTERIOR DIVISION

Metro's Residential and Interior Demolition Division services our Architect, GC, and builder/developer clientele with environmental and demolition services for their interior commercial projects, residential projects, and smaller commercial projects such as Banks, Churches, Strip malls, and Gas stations . Metro Industrial treats every client's project as our most important, regardless of size or contract value.



*"Metro Industrial treats every clients project as our most important, regardless of size or contract value"*



**TRUCKING: THE KEY TO DEBRIS REMOVAL**

Transportation resources are key to running an efficient demolition project... it doesn't matter how quickly a building comes down if the debris is allowed to pile up and choke off the flow of traffic onsite.

Metro Industrial maintains a fleet of show quality trucks, and "site dedicated" service trucks to make sure our clients projects are productive and safe.



**OUR COMPETITIVE EDGE...**

Metro Industrial Wrecking differentiates itself from most other demolition companies by owning all of our own trucking and heavy equipment resources. Most other companies have high monthly equipment payments that must be unique passed onto the clients. Metro also prides itself in operating as one of the safest companies in the industry, which allows us to save money on their projects.



keep our insurance expenses lower than average. Metro provides its clients with truly "turn key" services, reducing clients exposure on a project by eliminating a long chain of unnecessary subcontractors.

The combination of these Metro differences allows Metro to submit the most competitive bids to our clients, saving them

**OUR QUALIFICATIONS...**

Metro Industrial Wrecking is one of the Nation's premier Wrecking and Environmental companies, and has performed hundreds large scale Industrial and Commercial demolition projects across the United States over the last 40 years. We provide our clients with over \$25,000,000 in General Liability Insurance to protect their interests, as well as a minimum of \$10,000,000 in bonding capability. Through effective management and solid financials, Metro is able to provide more competitive pricing to our clients, allowing them to achieve greater profitability on their projects.



## METRO INDUSTRIAL WRECKING & ENVIRONMENTAL CONTRACTORS, INC

273 Walt Whitman Road, Suite 125  
Huntington station, NY 11746

Phone: 631-873-4357

Please take a moment to add Metro Industrial to your company's bidders list.

If you currently have a project that requires demolition, environmental, site work, or foundations, please forward all plans and scope's of work to us via email. Our estimators will promptly provide our best pricing and a detailed proposal for your review.

**METRO IS READY TO MOBILIZE TO ANY OF THE 50 STATES FROM ANY OF OUR 6 LOCATIONS...**





Hudson Falls, NY ★

**Huntington Station, NY  
Headquarters**

★ Richmond, VA

★ Asheville, NC

★ Statesboro, GA

★ **West Palm Beach, FL**



# SAFETY

*"Safety is no accident" ....*

**Metro Industrial Wrecking & Environmental Contractors** takes a proactive approach when it comes to the Health and Safety of employees and our client's projects. Metro has one of the lowest EMR's (MOD) in our industry, and we work diligently to keep it that way. Metro's commitment to safety begins with our employee training. Every new hire at Metro receives in house safety training during their orientation, in addition to the many Health and Safety training distinctions they have attained over many years working in the demolition and environmental services industries. Our workers hold training cards in fire safety, confined spaces, site safety, hazardous materials manager, countless OSHA certs, as well as first aid and CPR.

For every project Metro is awarded, our Site Safety team performs a detailed Task/Hazard analysis of the project to identify any potential safety concerns, and actively address them before our crews even mobilize to the site. Our in house safety personnel then hold a "kick off" meeting at the start of the project to discuss site specific task/hazard analysis with all employees who will be working on the project. The potential hazards/safety issues are identified, and our safety team instructs our on-site crews on how to properly protect themselves and minimize the hazards.

Weekly, our Project Managers hold "tool box" talks with the employees to discuss safety topics, and any safety issues that may arise during the completion of the project. Metro's commitment to the Health and Safety of our employees is one of the many factors that makes us an industry leader in jobsite safety.





# METRO INDUSTRIAL WRECKING & ENVIRONMENTAL CONTRACTORS, INC.

273 WALT WHITMAN RD, SUITE  
HUNTINGTON STATION, NY 11746

125

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2. Site Specific Waste Management
3. Audits/Inspections
4. Employee Orientation
5. Contractor Training/Safety Meeting Record Sheets
6. Project Injury/Accident Log
7. Visitor's Log
8. Project Specific Safety Plans/Safety Method Statements
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11. Emergency Incident Response
12. Project Posters
13. Site Specific Risk Assessment
14. Notice to All Subcontractors re: PPE

15. Directions to Nearest Hospital

16. List of Competent Persons



METRO INDUSTRIAL WRECKING &  
ENVIRONMENTAL CONTRACTORS, INC.

273 WALT WHITMAN RD, SUITE  
HUNTINGTON STATION, NY 11746

125

**RECENTLY COMPLETED P**

**ROJECTS**

- U.S. Postal Service, NE Distribution HUB Project - Bronx, NY
- Depository Trust Company, BJ's Project, Garden City - NY
- A National Printing Co. - Pittsburg, California
- Former Cascade Laundry, Myrtle Ave - Brooklyn, NY
- 5 Points - Long Island City, NY
- Packaging Facility - Ohio
- Solo Cup - Owing Mills, Maryland
- 400 Army Navy Drive - Alrlington, VA



- Kimco Realty 500 Eagle Run Rd - Newark, Delaware
- Wayside Furniture - Milford, CT
- St. Gobain/Norton Abrasives - Watervliet, NY
- Akzo Nobel - Dobbs Ferry, NY
- FT. Hamilton Army Base - Brooklyn, NY
- Stella Doro - Bronx, NY
- International Paper - Clifton, NJ
- Papermill - Fort Edward, NY
- BioMed Facility Project - Ardsley, NY



**U.S. POSTAL SERVICE, NEDISTRIBUTION HUB PROJECT - BRONX, NY**

**Size:** Approximately 700,000 square feet  
**Scope:** Permitting, Demolition plans, site safety, engineering, abatement, demolition, remediation, concrete crushing, recycling. Recycled: Approx. 1,000 ton of metal, 25,000 cubic yards of crushed concrete.



**Description:** The former North

East Distribution Hub of the United States Postal Service, demolished and replaced by a new Target location and a shopping center.



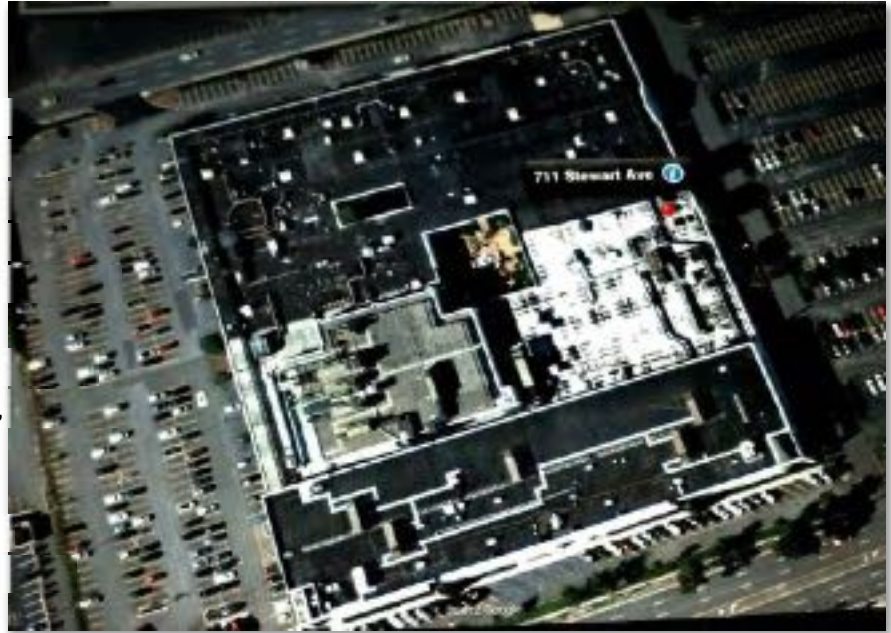
**DEPOSITORYTRUSTCOMPANY,BJ'SPROJECT,GARDENCITY-NY**



Size: 225,000 square feet of an office area, and 40,000 square feet of depository trust vault.

Scope: Permitting, engineering, demo plans, variances, asbestos abatement, demolition, remediation, UST (underground storage tank) removal, excavation, concrete crushing, trucking, and recycling.

Recycled: 850 tons of metals, 15,000 cubic yards of crushed concrete.



Description: A large, partially vacant office building hiding a 40,000 square foot depository trust vault in its center. With a US Immigration office, nursing school and numerous medical practices surrounding the vault and remaining open for business during the abatement and demolition, this project was a challenging structural separation, and a test of safe demolition practices. The vault was comprised of 27" thick walls, floors, and ceiling, and had 5 layers of thick rebar staggered throughout. Demolition of this property was followed by the construction of a new BJ's wholesale location and a LA Fitness.

**ANATIONALPRINTINGCO.-PITTSBURG,CALIFORNIA**



Size: 300,000 square feet

Scope: Decommissioning 3 lines of printing press, various folding & packing lines.  
Recovery of assets in excess of \$500,000 salvage credit to owners, rigging/hauling and relocation of assets.

Recycled: Stainless steel, steel, iron, copper and specialty metals.



**FORMERCASCADELAUNDRY,MYRTLEAVE-BROOKLYN,NY**



Size: 600,000 square feet of an office area

Scope: Permitting, engineering, demo plans, variances, abatement, demolition, remediation, UST (underground storage tank) removal, excavation, concrete crushing, trucking, and recycling.

Recycled: 850 tons of metals, 15,000 cubic yards of crushed concrete.

### Description:

- Bricks and timber
- 280 foot stack
- Whole city block demolition
- Subway running under one side of the building
- Crushing of all masonry and concrete material generated by demolition activities □ Backfill of all voids to grade using crushed material
- Removal of any excess crushed material from the site





**5 POINTS - LONG ISLAND CITY, NY**

Size: 1,000,000 square feet of Warehousing & Commercial space. Scope: Abatement and demolition of full city block, total of 11 buildings. Complex project involving MTA, DOB, EPA and DOT. Recycled: 2,500 tons of ferrous metal, 30,000 yards of concrete and masonry, and 200,000 board feet of lumber.





**PACKAGING FACILITY - OHIO**

Size: 250,000 square feet  
Scope: Complete interior removal of all associated equipment and interior components of building. Included all oil and hazardous material removals.  
Recycled: 2,500 tons of ferrous metal, 200,000 lbs. of non-ferrous metal.  
Description: Asset Recovery, Recycle of packaging equipment.



**SOLOCUP-OWINGMILLS, MARYLAND**



Size: 1,800,000 square feet of Manufacturing and Warehouse

Scope: Asbestos abatement, universal waste and all other hazardous material abatement, demolition, engineering permits, demo plans, sediment & erosion control. Crushed all concrete and masonry to spec and stockpile on site for reuse.

Recycled: 10,000 tons ferrous metals, 1,100,000 lbs. of non-ferrous metals, 140,000 cubic yards of concrete and masonry.



Leed Project



- Asbestos abatement, universal waste and demolition of an 11 story building & 3 sub grade parking levels
- “NYC” style demo using mini excavators with hammers and bobcats including engineering, full safety netting overhead protection at ground level, FAA permits and large crane rigging
- Recycled approx. 2,000 tons of ferrous, 85,000 lbs. of non-ferrous metals, 20,000 cubic yards of concrete and masonry material
- Across the street from the Pentagon



400 ARMY NAVY DRIVE - ARLINGTON, VA

SEARS WAREHOUSE 500 EAGLERUN RD - NEWARK, DELAWARE



Size: 300,000 square feet of distribution and warehouse space.

Scope: Asbestos abatement, universal waste, demolition, and on site crushing.

Recycled: 1,500 tons of ferrous metal, 180,000 lbs. of non-ferrous metals, 4,000 cubic yards of concrete and masonry material.



**WAYSIDE FURNITURE - MILFORD, CT**

Size: 500,00 square feet

Furniture Warehouse

Scope: Asbestos abatement, demolition and on site crushing.

Recycled: 6,000 tons of ferrous metal, 300,000 lbs. non -ferrous metal, 20,000 cubic yards of concrete and masonry, crushed for on site reuse.





**ST.GOBAIN/NORTONABRASIVES-WATERVLIET,NY**

Size: 250,000 square feet Sand Paper Manufacturing Facility  
Scope: Permitting, engineering, demolition, asset recovery, asbestos abatement, stock removal, pre and post blast surveys.  
Recycled: 4,000 tons of ferrous metal, 400,000 lbs. of non -ferrous metal.



**AKZONOBEL-DOBBSFERRY, NY**

**Size:** Abatement and demolition of 6 buildings of a Pharmaceutical Facility  
**Scope:** Permitting, demo plans, selective structural demo and on site crushing.  
**Recycled:** 1,500 tons of metal ferrous, 100,000 lbs. of non-ferrous metal, 6,000 yards of concrete and masonry, crushed on site and stock pile for reuse.



**FTHAMILTONARMYBASE-BROOKLYN,NY**



Size: 4 to 8 story buildings  
Scope: Safety plan, demo plan, high read demolition and on site crushing.  
Recycled: 1,000 tons of ferrous metal and 65,000 lbs. of non-ferrous metal.





**STELLADORO - BRONX, NY**

Size: 380,000 square feet  
 Cookie Manufacturing Facility  
 Scope: Permits, safety plan, demo plan, engineering, site fence, sidewalk. Demolition and recycling, asbestos abatement, tank removal. Recycled: 6,000 tons of ferrous metal, 420,000 lbs. non-ferrous metal, 18,000 cubic yards of concrete and masonry for on site reuse.



**INTERNATIONAL PAPER**

**- CLIFTON, NJ**

Size: 500,00 square feet  
Paper Manufacturing and  
Warehouse

Scope: Asbestos abatement,  
asset recovery demolition  
and on site crushing.

Recycled: 6,000 tons of fer-  
rous metal, 650,000 lbs. non-  
ferrous metal, 18,000 cubic  
yards of concrete and mason-  
ry, crushed on site for reuse.





**PAPERMILL - FORT EDWARD, NY**

Size: 800,000 square feet Demolition of Pulp and Paper Mill

Scope: Permit, engineering, asset recovery, demo plans, project design, asbestos abatement, PCB removal, AST removal, grading and site work.

Recycled: 400,000 board feet of lumber, 18,000 tons of ferrous metals, 600,000 lbs. of non-ferrous metals, 66,000 yards of concrete, brick and stone crushed to be re-used on site.



**BIOMED FACILITY PROJECT - ARDSLEY, NY**

Size: Approx. 200,000 square feet total Scope: Utility mapping, disconnects, permitting, engineering, confined space work, demolition, concrete crushing and recycling.

Recycled: Approx. 5,000 cubic yards of concrete and 350 tons of metal.



Description: Two former BioMed pharmaceutical buildings on a 50+ acre campus.





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