

# WHERE'S THE MONEY?

## BIOSOLIDS... "IT SMELLS LIKE MONEY TO ME!"



Presentation to California Bioresources  
Alliance Symposium  
16 November 2018  
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# Overview

- Organics processing and management are the hot topic
- Lots of companies are looking to get into this market
- Everyone has the best technology that is "***just right!***" for you
- If you don't get a partner, you'll be left out of the party



# Overview...CONTINUED...

- Organics processing and management are the hot topic ...SO WAS landfill capacity 25 years ago before AB939
- Lots of companies are looking to get into this market ...same companies with a new name or new face?
- Everyone has the best technology that is "**just right!**" for you...all you have to do is sign a contract...*Trust Me!*
- If you don't get a partner, you'll be left out of the party...it's a BIG party with lots of players!



Until recently, the wastewater treatment sector has largely been absent from the discussion about organics and recycling



After all...they only produce two main products:

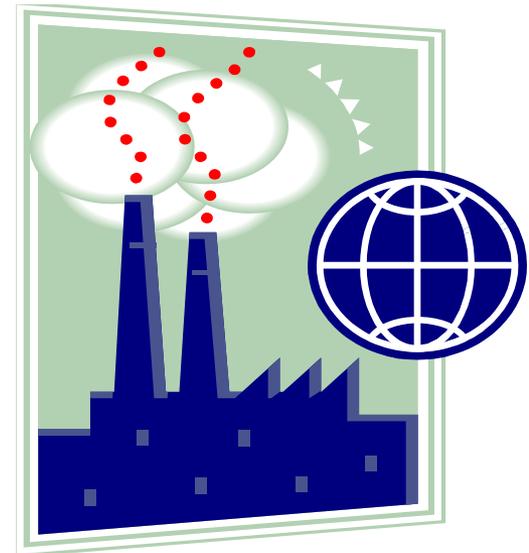
“clean” water and biosolids



But now...thanks  
to SB 1383...they  
have to start  
thinking a little  
differently...



...and what used to be called wastewater treatment plants (WWTP or POTW) are now called “Water Resource Recovery Facility” or WRRF



...and what used to be a waste product (biosolids) is now being looked at as a resource for fertilizer and energy recovery...



...and in the eyes of many...



=



...or as Jerry Maguire was known to have said...

***"Show me the money!"***



...except the \$\$ has competing interests...

\*capital improvements

\*O&M expenses

\*new regulations

\*rate payer expectations



So, a private company  
can look to many ways  
for financing a project...



# By partnering with a wastewater plant...

- Access to SRF loans
- Clean/Green technology grants
- Municipal bonds



# ...or going on its own...

- Self financing
- Private bank/capital loans
- Focused government grants
- Equity investment



But some WWTP/WRRF are expecting a free lunch to come their way...



There is a perception  
that what was an  
expense can now be  
turned into a revenue  
source...





Ohhh! How wrong  
you are!!



Many of these type of projects have the same financial demands:

- Significant capital investment
- Long payback periods
- Permitting costs/risks
- O&M expenses



But bridging the gap between the private and public sectors and finding the right partner or project can bring rewards and financial success



# Thank You!



**Nothing wasted.**  
**Everything to gain.**

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