

ATLAS ORGANICS

Atlas Organics, Inc.
156 Magnolia Street
Spartanburg, SC 29306

September 19, 2019

Indian River County
1800 27th Street
Vero Beach, FL 32960

Re: Disqualification of Atlas Organics Bid for RFP #2019045

To Whom It May Concern:

It came to my attention yesterday that our bid for the recycling of yard waste for Indian River County was disqualified for a technical discrepancy in the pricing form. We had some confusion on our team as to which form to use and mistakenly thought that the template in Addendum 1 was the same as the one in the original bid packet. We mistakenly assumed that the language in Addendum 1 was just clarifying which of the two forms in the original bid package to include as they are substantially similar. Our bid has the information included to derive the per ton number need on the final form by dividing the annual cost by the tons processed. It is my belief that this was confusing to others in the bid process as we were not the only entity disqualified for this technicality.

I hope that there is a way to rectify or work through this situation with the County as Atlas Organics was truly excited about this opportunity and our partnership with the [Indian River Eco-District](#) to revitalize the property adjacent to the landfill as an anchor tenant. We spent the past month working diligently to develop the most effective and quality organics recycling program possible for the County and region. Enclosed in the bid packet were some of the quality products that we create through our composting process. Our desire, in conjunction with the leadership at Indian River Eco-District, is to create a local recycling system promoting the circular economy within your community through composting and the support of regenerative agriculture and landscaping practices that is unmatched.

I have enclosed a statement of qualifications for Atlas Organics to provide context to our background and the reason that we hope that we can still be considered for this opportunity. I apologize for our mistake in the bid process and hope that there is still away that we can be considered in the process. Please contact me directly if you have any questions.

Very truly yours,

ATLAS ORGANICS, INC.

By: 

Name: Joseph B. McMillin

Title: CEO

Phone: 864-978-5838

Enclosure

ATLAS ORGANICS

Statement of Qualifications

Atlas Organics management has over 23 years of combined experience in the grinding and composting industry currently managing over 77,000 TPY of processing capacity. Our COO, Gary Nihart, managed over 150,000 tons per year of material across 7 facilities in California before moving back to the Southeastern US in 2014 to help divert more organics from the landfill within the region. Currently, Atlas manages facilities in NC, SC, and a pilot scale facility TN. We employ 23 people across our facilities and collection services. Atlas manages the following facilities:

- City of Durham, NC (50,000 TPY) - Type IV processing yard waste, food waste and biosolids
- City of Durham, NC (15,000 TPY) - Type I processing yard waste
- Greenville, SC (12,000 TPY) - Type II processing yard waste and food waste
- Chattanooga, TN (<500 cu yds) - Pilot Facility processing yard waste and food waste

Atlas also has managed the development and permitting of all of its sites in conjunction with the municipalities involved and is currently managing the development another 50,000 TPY facility. Atlas strives to generate consistent, quality product that can be sold into the marketplace. All of our facilities are run by USCC Certified Operators and our compost product always get the USCC Seal Test of Approval outlined below.

Atlas Organics' investors and board have been involved in the waste industry and impact investing for decades and are excited about the possibility of bringing our services to Orange County. We are adequately capitalized and have strong relationships with equipment vendors to mobilize within a few weeks on any new project. Atlas is heavily involved in the USCC and many other state and national organization leading in compost research and market development. As seen in our team, board and consultants bios you will not find a more versed team in the Southeastern US to help you develop and operate a municipal yard waste grinding or composting facility.

References and Testimonials:

"As Greenville County continues to seek to expand recycling options for its citizens, we are always looking for new opportunities which offer maximum recycling potential for minimal expense. Our partnership with Atlas Organics offers both. They have proven themselves to be honest and reliable, carefully managing food waste recycling/composting in an efficient, methodical manner. In our experience, their operations are thorough and responsible."

- Marcia Papin, Greenville County Solid Waste Manager

"Atlas Organics has been a great partner helping to modify our Type I permit and start operating our 15,000 TPY yard waste composting program. They have also been helpful in developing and drafting the permit for our Type IV composting facility to come online in early 2019. This facility will be permitted for an additional 50,000 tons per year of processing capacity and be able to help with our biosolids disposal process. Atlas Organics has worked with many governmental departments on both the City and State level to make this project happen and has proven themselves as a good development and operating partner."

- Dan Parker, City of Durham Solid Waste Manager