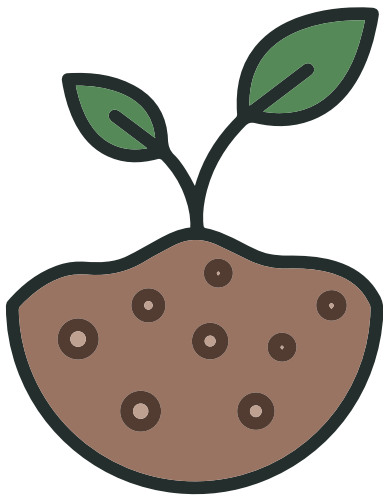




WHAT WE MAKE



Soil

We produce **Inoculated Aged Arbor Wood Chip Mulch**. Mulch like this has successfully improved the soil in 100+ year-old vineyards run by our founder for over a decade, and has been tested by other, nearby grape growers. Demand is rising! We will soon scale up and begin to expand its use by ranchers and others.

The beauty of this product is its simplicity. We need only be allowed to let it pile up within the mutually agreed-upon safe parameters and work with the natural conditions to cultivate mycorrhizal fungi spores on the surface of the amply-sized wood chips.

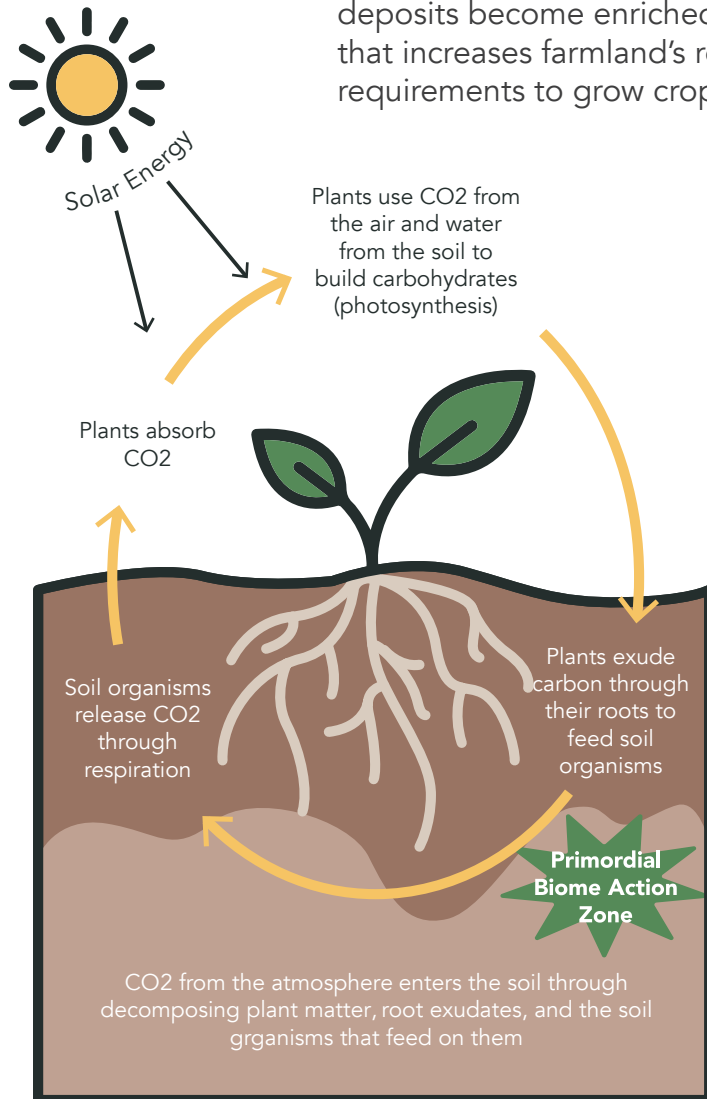
As Feedstock, this aged and inoculated wood mulch requires solely the biomass produced from chip machines in the Tree Trimming (Arborist) Industry. That's it - 100%!

This single parent material is abundantly available and needs to be removed from the waste stream. Doing so will mitigate the risks (mainly from fire, smoke and poor air quality) that arise when these wood chips are not disposed of safely and responsibly.

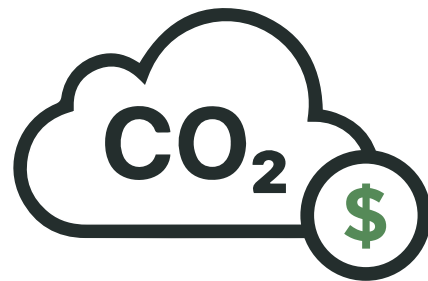
WHAT WE MAKE

Carbon

This mulch material is completely nontoxic, from the moment it is gathered and stored on our premises and as it ages. The natural carbon deposits become enriched by fungal spores through a proprietary process that increases farmland's resistance to heat and wind and reduces water requirements to grow crops when used as a substrate.



Because of its unique carbon sequestering properties, this becomes a valuable and much-needed soil amendment for the agriculture industry. We keep more carbon in the ground instead of releasing it into the atmosphere or to produce methane in landfills.



Farmers who use this product will be eligible for carbon credits, an important revenue stream that will compensate them for successfully reducing greenhouse gas emissions by restoring carbon to the soil (i.e. carbon farming).

Management

We do the legwork and paperwork for farmers who use our product to receive these credits, offering a short path to alignment with 21st century climate mitigation policies.

Branding their food as *Grown in Primordial Biome™* (the commercial name we are testing for this mulch) will help our client farms differentiate themselves from less-sustainable competitors by being forward about their "planet first" ethos.



HOW WE MAKE IT

- We use a static mounding system whereby the piles wick moisture from the ground.
- The wicking relies on the wood chip piles resting on porous ground. Soil compaction is not required and does not occur. Furthermore, there are no nitrates to manage.
- Study results show that this process keeps soil and groundwater safe and does not leach contaminants. Data proving this has been validated by reputable private labs.
- The process of cultivating fungi on the woodchips approaches biomass as an asset to be harvested and achieves the goal of fuel reduction going into fire season.





Soil Carbon
Management Co.



OUR STORY

Derek Trowbridge, CEO

Over twenty years spent owning and running Old World Winery in Sonoma County led me, Derek Trowbridge, to become an expert in the subtleties of the soil, microclimates, and the entirety of environmental conditions in our corner of the world known as "terroir." Along the way I earned a Master of Science in Soil Chemistry.

This led me to wonder...



How can the agriculture industry as a whole benefit from my knowledge of a soil amendment that successfully binds carbon to a remarkably high degree, validated by science?

_____ **and** _____

If enough companies begin using this product, can this knowledge ease some of the threats the Northern Coastal Region and Pacific US are experiencing from climate change?



OUR STORY

So I built a team to rigorously explore and competently address these driving questions. These are my team members:

Jay Monahan, Business Development

Business Development. A former farmer, Jay has served as a Senior Business Development Analyst for a private equity firm. There, he mostly performed due diligence on technology companies as investment prospects. He has since joined the global movement known as Conscious Capitalism dedicated to helping businesses put a higher purpose beyond profits and address concern for all stakeholders, including the planet as a whole. He has also directed New Business Development in Korea, China and the Boston area.

Susan Ryan, Business Manager

Since 2012, Old World Winery has relied on her for Financial Planning, Accounting, Marketing, Sales, Inventory Control, Event Coordinator, Farm Tours, Gardening, and Regenerative Agriculture. In the past for over a decade she negotiated and wrote contracts, monitored project budgets, timelines and staffing for Osborne Design Group in Santa Rosa, CA. Prior to that (80s to 90s) she was Managing Editor and Production Manager for the Whole Earth Catalog & Review in Sausalito.

Benjamin Miller, Advisor

Ben is a graduate of Oberlin College with a BA in economics. He has worked for 25 years in the investment industry, most recently for Underhill Investment Management, and previously for Millennium Management, and Season Capital Management. He began his career teaching sailing and windsurfing and starting a retail and mail-order sporting goods company on the east coast. Ben currently serves on the finance committee for the San Francisco Waldorf School and on the Board of Trustees for Sonoma Academy.

Together, we are Soil Carbon Management Co, structured legally as a Benefits Corporation (aka B-Corp.) And with your help, we are working towards a day when farmers across California and beyond are proud to proclaim that their food products are *Grown in Primordial Biome™*. This is the **Inoculated Aged Arbor Wood Chip Mulch** we propose to cultivate on site.

We also have retained the services of Red Rock Branding, an agency dedicated to building healthy communities by driving healthy behaviors in the real world. They will help us bring the Primordial Biome™ to market and tap the growing demand for our product and related services.

Let's get started!

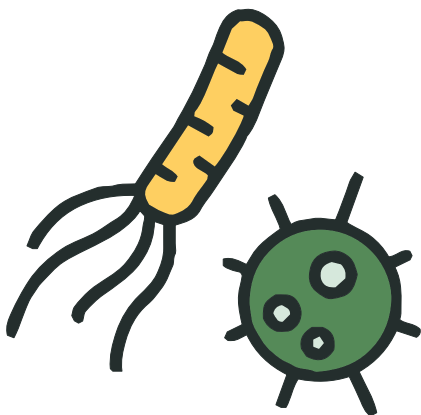


OVERVIEW OF LAB RESULTS

Better than Compost

Testing at Biome Makers / Bayer Crop Science and Soil Control Lab shows Primordial Biome sequesters dramatically more carbon than other soil amendments such as biochar and compost and that the carbon retention ability persists for more than five years. Additional, exhaustive testing was recently performed at Biome Makers / Bayer Crop Science on multiple test plots.

- Fungal taxonomy and species analysis by Biome Makers Inc found 47% (out of 50% possible) of the fungal species are carbon fixating. (By comparison, the carbon fixating species in typical compost ranges from 20 to 30%.)
- Soil nitrogen supply testing by Biome Makers Inc. shows that 72% of the bacteria contained in Primordial Biome provide inorganic nitrogen release. This is considered a top tier value and is comparable to soil amendments such as animal manure compost, which has a similar bacterial composition -- but does not have all of the contaminant problems of manure.



Microbially Rich

- Biodiversity testing by Biome Makers Inc. found high microbial diversity with 11 species of bacteria and 33 distinct species of fungi. In particular, Primordial Biome contains 12 species of fungi listed on the coveted California Dept of Food and Agriculture Approved Microorganisms list.

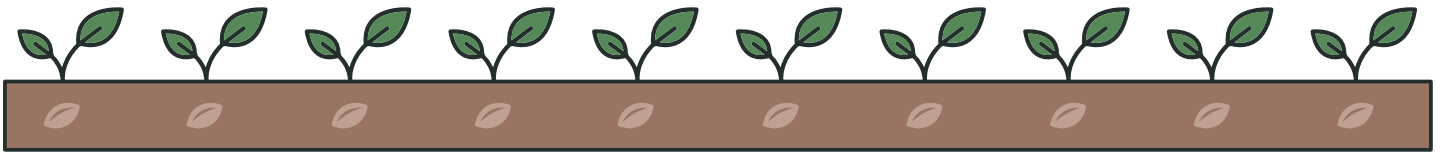
OVERVIEW OF LAB RESULTS

Nontoxic

- Significantly, Soil Control Laboratories' analysis found nothing about Primordial Biome that was toxic to the environment. Leachates such as nitrogen compounds were considered too low in concentration to compute a ratio. Other environmental contaminants such as **salmonella, fecal coliform, and heavy metals are at the lowest end of the safest range.**

Cucumber seedling emergence is considered a fail safe measure of toxicity because of the intense sensitivity of these seedlings to toxins.

Out of 100 cucumber seedlings **100 plants emerged.**



- Both the Maine Soil Testing Service at the University of Maine and Biome Makers, Inc. found that when Primordial Biome was topically applied to soils with no tillage, the microbiology in the mulched wood chips unlocked the potential within the soil -- raising nearly all nutrient levels to optimal or above optimal levels.

Drought Protective

According to data from the National Resource Conservation Service, a federal agency:



This product has the potential to reduce required water use by as much as **27,000 gallons per acre** in vineyards.

Our aim with this data is to help you recognize how natural, sustainable and healthy our mulch product is for rebuilding farmer's soil, binding up carbon and helping the environment. Hopefully we have provided sufficient detail without being overwhelming or confusing. We are happy to answer any questions you may have.



WHY WE CHOSE SONOMA COUNTY

Producing a soil amendment to sequester carbon in the soil of California vineyards, ranchlands, and crop farms is a home-grown endeavor. Our founder Darek Trowbridge's experience as a farmer and winemaker has instilled within our young company a great respect for a high quality of life elevated to tradition in Sonoma County.

We also appreciate the local and regional collaboration reflected by sustainable business funding programs like Sonoma County Biomass Business Competition (BioBiz). Soil Carbon Management Company is very proud to have been awarded \$47,500 from their 2021 competition, which will accelerate the process of getting our product to market.

The fact that we won this award shows that our company has solid support from these key environmental stakeholders:

- CalFire
- Bay Area Air Quality Management District
- Sonoma Water
- Sonoma Clean Power

WHY WE CHOSE SONOMA COUNTY

In short, we love Sonoma County, and we want to share the love! Preparing our product here will help farmers across the state unlock valuable carbon credits and strengthen business networks to build more sustainable economies. This comes with a number of built-in advantages:



Waste Management

Commercial arborists are often faced with expensive and/or problematic options for disposing of the brown waste they produce. By solving this headache we'll help the County remain business-friendly without compromising environmental standards.



Risk Management

Taking wood chips out of the waste stream and preparing them appropriately for a publicly regulated commercial end use aids in fire prevention. We recognize how important this is! Handling this material responsibly offers a good model for the region.



Visibility

This is the start of Soil Carbon Management's critical pilot phase. As our home base and source of inspiration, Sonoma County will remain central to our story as we build partnerships and educational campaigns in other parts of the US and internationally.

Based on these advantages and others to be discovered as we grow the business, we invite you to stand beside state and County officials and our funders to support Soil Carbon Management Co. as an emerging brand that reflects a deep and honorable sense of place.