



3308 Bernice Avenue  
Russellville, AR 72802  
PO Box 3036 - Russellville, AR 72811  
Phone: 479-498-0500

**Gainesville Regional Utilities**  
Utilities Purchasing  
GRU Administration Building  
301 S.E. 4<sup>th</sup> Avenue 3<sup>rd</sup> Floor  
Gainesville, FL 32601

Solicitation No. 2015-024  
Due Date: February 5, 2015 @ 2:00 p.m.



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Gainesville, FL 32601

Solicitation No. 2015-024  
Due Date: February 5, 2015 @ 2:00 p.m.

RFP for Transportation and Beneficial Reuse or Disposal of Dewatered Biosolids

**Denali Water Solutions LLC**

3308 Bernice Avenue  
Russellville, AR 72802

**Contact Person:**

**Randy Sollie**  
251-463-3730  
**randy.sollie@denaliwater.com**



3308 Bernice Avenue  
Russellville, AR 72802  
PO Box 3036 - Russellville, AR 72811  
Phone: 479-498-0500

February 3, 2015

Gainesville Regional Utilities  
Utilities Purchasing  
GRU Administration Building  
301 S.E. 4<sup>th</sup> Avenue, 3<sup>rd</sup> Floor  
Gainesville, FL 32601

To Whom it May Concern:

Please accept the following documents as the proposal of Denali Water Solutions LLC for the transportation and beneficial reuse or disposal of dewatered Biosolids.

- Denali Proposal
- Respondent's Certification Form
- Drug-Free Workplace Certification
- Living Wage Ordinance
- Equipment List
- Financial Statement
- Argo Surety Letter Bond Confirmation

Denali Water Solutions has successfully completed many projects similar to yours, and we are confident we can do the same for Gainesville Regional Utilities.

Please contact Mr. Randy Sollie at 251-463-3730, e-mail, [randy.sollie@denaliwater.com](mailto:randy.sollie@denaliwater.com) or Cathy Heim at 479-226-8988, should you have any questions regarding the bid documents. We look forward to being of service.

Regards,

A handwritten signature in black ink that reads "Cathy Heim". The signature is written in a cursive, flowing style.

Cathy Heim  
Corporate Sales Coordinator  
[cathy.heim@denaliwater.com](mailto:cathy.heim@denaliwater.com)

Enclosures

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## ***General Information***

Denali Water, LLC (“Denali Water”), a full-service biosolids management company, is pleased to present this Proposal for the Disposal of Biosolids to the City of Gainesville (“City”) for the management of biosolids from the City’s Kanapaha Water Reclamation Facility. All services provided under this proposal, including all management, transportation, Disposal of biosolids, and environmental compliance monitoring and reporting, will be performed by Denali Water, LLC.

Locally available service providers will be utilized as necessary for equipment maintenance and repairs.

## ***Principal Contact***

Denali Water will provide the City with one principal contact to serve the City’s needs during the proposal submittal, evaluation, and award process. Any requests for clarification, additional information, interview scheduling, or other questions may be directed to this principal contact, which will be responsible for coordinating a timely response from within Denali Water’s organization and communicating this response or additional information back to the City.

Principal Contact:	Randy Sollie
Mailing Address:	851 Cemetery Road Wilmer, AL 35687
Telephone:	(251) 463-3730
E-mail Address	<a href="mailto:randy.sollie@denaliwater.com">randy.sollie@denaliwater.com</a>



***Company Information – Denali Water, LLC***

Denali Water has been in the business of providing residuals management services for the last 19 years, and, among its senior leadership ranks, it employs a number of experts who have been in the residuals management industry since the 1980s. The Company prides itself in putting the customers’ needs, the environment, and safety first. This philosophy has been a primary driver for Denali Water’s success as an environmental service company, and it is the reason Denali Water will continue to be the premier choice for responsive and ethical residuals management services for public and private customers across the US.

***History***

Denali Water was originally founded as Terra Renewal in 1995. The original focus of the company was the handling and disposal of wastewater residuals from industrial plants via land application for beneficial use of a fertilizer. The focus of the business quickly expanded to include municipal biosolids, spend fryer oil and grease, and handling of spent gas and oil exploration and production fluids. At its peak, one of the largest waste companies’ in the United States with operations in greater than 20 states and was land applying greater than one billion gallons of wastewater residuals on over 225,000 acres of farm fields. Ultimately, the company divested of its oil & gas business and its rendering business (i.e., spent fats and greases). As a result of these divestitures, the name of the company was changed to Denali Water Solutions.

In many states, Denali Water was an early pioneer in the land application permitting and process and has led the industry with safe, responsible management of organic residuals. The Company takes pride in its work and its relationships with customers and with officials in regulatory agencies across the US. The goal of Denali Water is to continue to grow and evolve with this ever changing industry.

Today, Denali Water is one of the larger municipal biosolids management companies servicing the western and southeastern United States with offices in California, Arkansas and Alabama. We take great pride and are truly grateful to count as our customers some of the larger municipalities in our footprint. A large portion of our business is the long-term daily management of biosolids but we also have a fleet of mobile dewatering presses, dredges and farm implements to service customers providing an array of digester cleanouts, lagoon clean out, tank management etc.

Finally, we believe that we are only as good as our team. Denali has had the same leadership in place since 2002 and has a seasoned team of industry veterans and have had limited turnover in its management for many years. This is because we foster a culture that makes people proud to say they work at Denali because of how it treats its employees, customers and the community.

### *Corporate Structure and Ownership*

Denali Water Solutions LLC, a Delaware Limited Liability Company, is majority owned by Andy McNeill its long-time president and CEO. McLarty Capital Partners owns a minority interest in the company.

### *Legal Disclosure*

Denali Water's comprehensive safety and environmental programs have allowed the Company to keep litigation to a minimum. Both safety and environmental compliance have a dedicated manager. The reporting structure of the safety and environmental departments is kept separate from those charged with operational management to allow 100% compliance to be the sole focus of those individuals dedicated to these critical functions. Denali Water prides itself in conducting all of its business with the highest ethical standards and in being a good neighbor in the communities it serves.

There has been **NO** litigation in the past 5 years.

## *General Experience*

Denali Water has a broad range of experience in managing organic residuals. The Company operates a fleet of more than 40 trucks in 15 states and manages more than 1.5 million tons of municipal biosolids, annually. The organic residuals management services provided include daily, long-term residuals management programs, as well as shorter-term maintenance and closure projects such as mobile dewatering, dredging, digester cleanouts, and lagoon cleanouts and closures.



Denali Water offers a full range of services, for customers wishing to develop long-term programs or for those in need of short-term solutions for unexpected emergencies. Experienced employees and industry-specific equipment allow Denali Water to pool resources to respond quickly to unplanned events as well as to provide cost-effective management solutions for long-term programs. The Company performs these services for dozens of customers across the US, in the public and private sectors, providing a wide variety of beneficial use and disposal options including land application, mine reclamation, composting, landfill disposal, and lime stabilization.

Drawing on decades of experience, the Company's industry-experts identify potential management options based on the customer's priorities and preferences, and then safely execute the solution the customer selects. Because Denali Water is not technology-specific, the Company is able to continue to provide the same high level of service to its customers over many years, even as the customers' priorities and needs evolve over time and require new residuals management alternatives.

Wastewater treatment plant residuals are one of the most highly regulated non-hazardous waste streams in the U.S. The federal regulations for biosolids are one of the most comprehensive risk assessment based rules ever developed by the US Environmental Protection Agency (EPA). Denali Water has experienced personnel who know exactly how to interpret these regulations as they relate to each customer's unique residuals characteristics and management alternatives.

Denali Water's team has experience managing projects that range in size from one load per week to hundreds of loads per month. They manage programs that service one wastewater facility and programs that service the needs of hundreds of facilities. Regardless of size or complexity, all biosolids management programs have several things in common; such as the customer's absolute dependence on reliable service to maintain permit compliance at his or her wastewater treatment facility, and the fact that any program is only one bad decision away from a potential public relations or environmental disaster. It takes years of first-hand experience and mentoring from existing experts to fully understand



and appreciate the unique nature, sensitivities, and complexities of biosolids land application. It takes even longer to develop a proven approach to successfully manage through these potential pitfalls. It is this hands-on, local and diverse, personal experience of Denali Water's project team that sets it apart from the competition, and it is the personal commitment of each member of the project team to the beneficial use of biosolids, American agriculture, the environment, and their customers that makes Denali Water the best choice for biosolids land application program management.

### ***Regulatory Compliance and Permitting Experience***

All of the services provided by Denali Water are monitored and supported by a dedicated staff of environmental professionals to ensure that all regulations, best management practices, and customers' expectations are met or exceeded. Denali Water's Environmental Department is comprised of individuals who are experts in the fields of agronomy, soil science, nutrient management planning, and environmental engineering. The Company finances training and professional development opportunities for these individuals to constantly build upon its investment in environmental expertise. In addition to providing support to the operational groups through sampling, mapping, and permitting services, this group also performs internal audits to ensure the Company's operations are performing to the expected standard, and to proactively identify opportunities for additional improvement.

The members of Denali Water's project team have well over a decade of combined experience in biosolids and land application site permitting, soil and biosolids sampling and analysis review, biosolids land application program management, and regulatory monitoring and reporting. With their extensive knowledge of both the content and practical application of the Federal biosolids rule (40 CFR, Part 503) and State biosolids rules and guidelines. These individuals are regarded as experts in the area of biosolids regulations by both regulated entities and regulatory staff alike.

### ***Awareness and Acceptance Program (AAP)***

Denali approach is to be proactive with the media and invites them to visit its reuse projects, when and where appropriate. In the event of an accident or other potentially adverse condition, we have a specialized media contact that is trained in crisis management. Denali maintains its open door policy to show the company's professional reuse ethics, practices, personnel and equipment. Denali is well accepted by the media and is frequently called by members of the media who are interested in biosolids reuse.

Our program will be consistent with local circumstances, method of biosolids recycling, and degree of public interest in biosolids recycling activities. The program includes a procedure for receiving, responding, and documenting inquiries from interested parties and defines a process for assuring timely response to those inquiries.

### ***Community Relations***

Aside from the written rules and policies of any state biosolids program, there are various other best management practices that must be adhered to in order to ensure that a biosolids program is operated as an asset to the local agricultural community, rather than as a nuisance to its rural neighbors. Denali Water's project team has experience in creating, implementing, and adapting these practices to many different land application programs in a variety of rural topographical, demographic, and social settings. This experience ranges from practical application of community-friendly operational practices to management of full-time public relations and media relations programs.

### ***Notices of Violation***

As a result of Denali Water's focus on environmental compliance, community relations, and employee safety, as well as through the hard work and positive participation of its customers, Denali Water can proudly say that it has **NO** Notices of Violation for municipal biosolids projects over the past five years.

### ***Safety and DOT Compliance***

Denali Water is committed to serving its customers by considering the safety of the customers, the employees, and the environment in everything it does. Denali Water structured safety programs and policies are designed to track, enhance, and reward safe behavior throughout the company and quickly and thoroughly mitigate any problems or issues. Denali Water works with its customers to identify and incorporate any customer-specific policies they require.

### ***Project Team***

The GRU Contract will be developed and managed by the senior management of Denali Water's Municipal Services Division. This team represents decades of biosolids land application and beneficial use project and transportation management and experience. Resumes for these individuals can be found at the end of this section. As project-specific positions are hired, trained, and become familiar with the City's and Denali Water's policies and procedures, and the initial transition and startup phase of the project will be run by our current management team. This locally-based team will be part of a reporting structure that ensures the City's biosolids program continues to benefit from the direct oversight and input of Denali Water's biosolids experts.

The Project Manager, will have overall responsibility for the project and the project staff of plant- site operators, truck drivers and field personnel. The Project Manager will be supervised by senior management staff, and will rely on this staff for operational support and for assistance in promoting the City's goals of developing alternative beneficial use options and community relations initiatives. For transportation and regulatory monitoring and reporting, the Project Manager will be provided with the support services of Denali Water's Environmental Department.

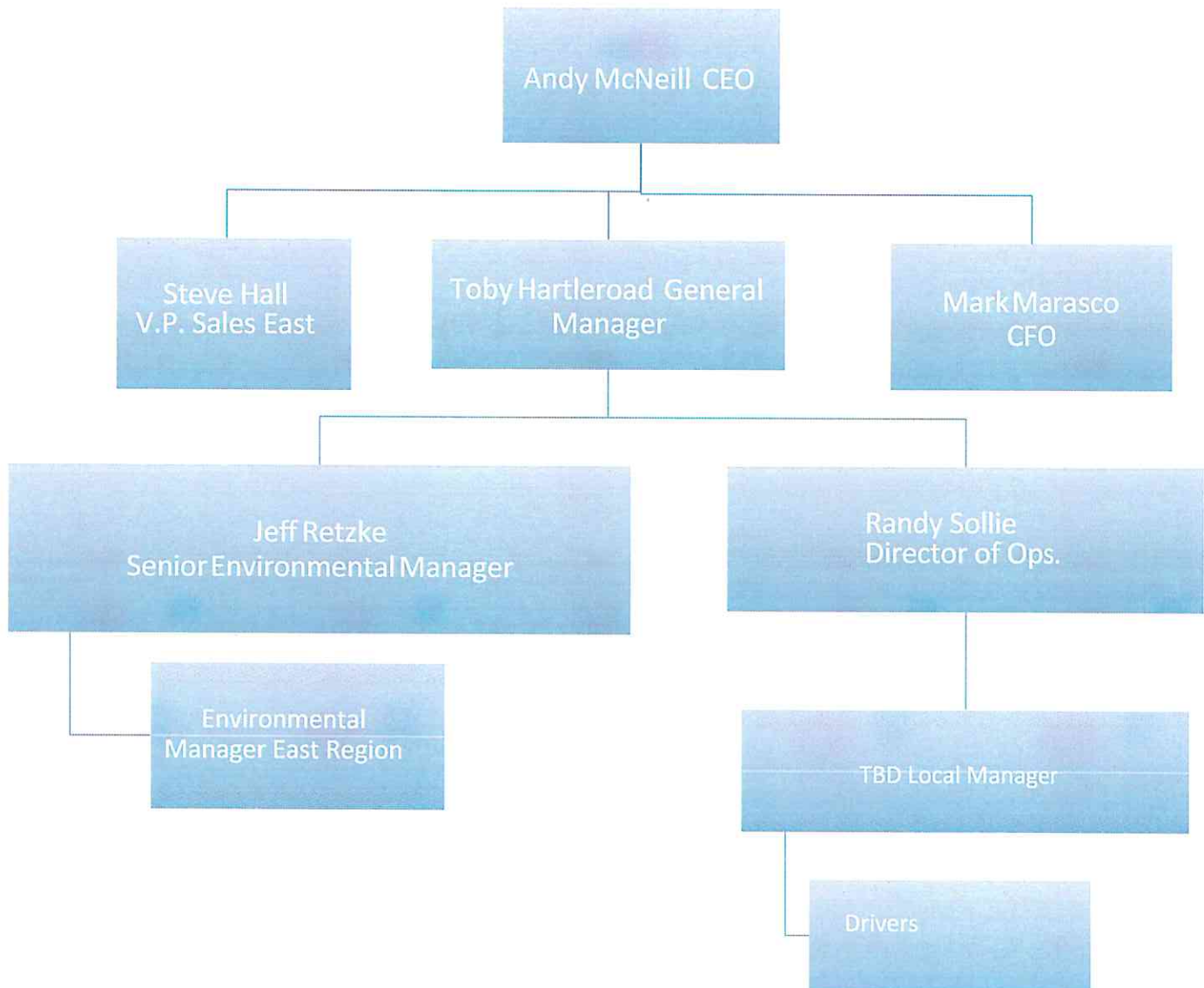
A project organization chart detailing these relationships can be found at the end of this Section.

Current staffing plans include the hiring of certain local personnel for the job requirements.

### ***Relevant Project Experience***

Denali Water currently manages a variety of dewatered biosolids transportation and land application contracts across the US that is similar in nature to the GRU Biosolids beneficial use Program. Three of these projects are detailed in Project Profiles found at the end of this section, and additional project references are available upon request. One of the three profiled projects is Los Angeles County Sanitation District, a National Biosolids Partnership (NBP) Biosolids EMS Certified Agency. Denali Water currently provides similar services at a total of six NBP Biosolids EMS Certified Agencies in the US. The Company subscribes to the NBP *Code of Good Practice*, as is familiar with the documentation, training, monitoring, and public participation elements of a Biosolids EMS. Denali Water provides a level of service that complements these program elements.

# Project Organization



**Andy McNeill, President - CEO**

With over 15 years of industry experience, Andy has led the company since 2002 (formerly Terra Renewal) driving growth. Terra Renewal grew to be the number one service provider to food processors, the number two player in handling municipal biosolids, a top handler of spent fats & oils and a dominate service provider in the Fayetteville Shale. Terra Renewal accomplished this by focusing services across various waste streams. Andy is a frequent speaker on topics associated with the company including land application and beneficial reuse, and he serves on various boards. Prior to joining Terra Renewal, now Denali, he worked for ten years with Arthur Andersen in Atlanta, GA, and in Belgium as a consultant to Fortune 500 companies. Andy graduated from Auburn University with a BS in accounting, holds an MBA from the University of Notre Dame.

**Toby Hartleroad - General Manager, East Region**

A veteran of the environmental service industry, Toby's career began in 1986 with Bio Gro Systems. He has extensive experience across a range of operational and executive management roles gained at the nation's largest environmental service businesses. He specializes in daily management of medium to large bio-solids contracts or event dredging and dewatering projects. Before becoming part of the Denali Water Solutions team, Toby was General Manager of the Southeast Region for Terra Renewal LLC, responsible for industrial residual and FOG operations. Prior to that, he was Operations Director for Synagro Technologies Inc. He currently leads Denali Water's East Region operations and land base development

**Randy Sollie Director of Operations, East Region**

Randy joined the company in 2014 as Director of Operations for the East Region. He works primarily in the Florida market and has spent 22 years in the Agricultural and Trucking industry as owner and operator. He comes to Denali with 13 years of industry experience. Randy began his career with Synagro Technologies as project manager in Mobile, AL which consisted of dewatering and land application. His responsibilities later expanded to Senior Operations Manager over Mississippi, Alabama, Georgia and Florida. In 2011 he was promoted to Senior Operation Director supervising all Area Managers as well as local Managers for the South where he played a crucial role in all dewatering, transportation and land application projects.

**Jeff Retzke - Senior Environmental Manager, East Region**

Jeff joined Denali Water in the fall of 2014 as Senior Environmental Manager, East Region. He is responsible for all technical services, land permitting and environmental reporting in the East region. Jeff has worked in the wastewater industry since 2008, most recently with Synagro Technologies. While at Synagro, Jeff provided environmental and technical oversight for the land application of organic and inorganic residuals for industrial and municipal clients in the Southeast, collected and analyzed samples of residuals to ensure local, State, and Federal regulatory compliance, acquired and maintained agricultural land application sites to ensure land application was performed in accordance with all environmental regulations, and developed relationships with municipal and industrial leaders to position the company for further business opportunities and promote beneficial reuse. Prior to that, Jeff was employed with URS Corporation in Atlanta, Georgia as a Senior Environmental Scientist. Jeff holds a Bachelor of Science from the University of Alabama and a Master of Science, Environmental Studies from the Medical University of South Carolina.

# Los Angeles County Sanitation District

## Biosolids Management



*Image courtesy of Los Angeles County Sanitation District*

### Project Highlights

- Management of approximately 75,000 tons of dewatered Biosolids Annually
- 2005 – Present
- Annual Contract Amount - \$3.75M

Denali Water Solutions LLC has been involved in the management of Biosolids for Los Angeles County Sanitation District for the past nine years. By mid 2005, large municipal generators in Southern California were struggling to maintain multiple outlet options due to public opposition to land application. In response to the changing climate, Denali Water Solutions permitted sites in Arizona and developed relationships with regional landfills to offer landfill disposal along with Alternative Daily Cover (ADC), a California Integrated Waste Management Board approved beneficial reuse option.

Dewatered Biosolids are loaded into Denali Water Solution's trailers at the Joint Water Pollution Control Plant, one of the largest wastewater treatment facilities in the world, and hauled to cropland in Arizona for land application, or to other Biosolids management facilities in California. Los Angeles County Sanitation District is a National Biosolids Partnership Biosolids EMS Certified Agency.

**Owner:**

County Sanitation Districts  
Of Los Angeles County  
1955 Workman Mill Road  
Whittier, CA 90601  
562-699-7411

**Contact:**

Mr. Matt Bao  
1655 Workman Mill Road  
Whittier, CA 90601  
562-699-7411 ext. 2809



# North Texas Municipal Water District -Wylie, Texas

## Water Treatment Residuals Beneficial Reuse via Land Application



### Project Highlights

- 175 MG of alum residuals
- Six lagoons being cleaned
- November 2011 – Present
- 135,000,00 million gallons removed to Date / approximately 124,000 dry tons
- Average Removal – 1,900 CYPD
- Annual Contract Amount - \$6.5M

In August of 2012, Denali Water Solutions LLC was awarded a contract with the North Texas Municipal Water District in Wylie, TX for the transportation and land application disposal of alum residuals from four large holding lagoons. There are no storage facilities needed, all residuals are live-loaded into Denali Water Solution's trucks directly from lagoons. Filled trucks then take material to land base to be top spread by Denali Water Solution's employees.

Denali Water Solutions LLC currently maintains over 45 permitted land application sites totaling approximately 8500 acres that are permitted in Denali Water Solution's name through the Texas Commission on Environmental Quality (TCEQ). In operation of this contract, Denali Water Solutions also maintains a TCEQ Sludge Transporter Registration.

#### Owner:

North Texas Municipal Water District  
505 E. Brown Street  
Wylie, TX 75098  
972-4423-5405

#### Contact:

Mr. Cory Anderson  
505 E. Brown St.  
Wylie, TX 75098  
972-948-1019





# Portsmouth, Virginia

## Water Plant Residuals Management

### Project Highlights

- Dredging, dewatering, transportation and land application of 6,400 dry tons.
- Responsible for all land acquisition and permitting.
- September 2011 – 2014.
- Annual Contract Amount - \$1.2M



In September of 2010, Denali Water Solutions LLC was awarded a contract with the City of Portsmouth, VA for the dredging, dewatering, transportation and disposal of dewatered water treatment plant residuals. Denali Water Solutions proposed an alternative approach to landfilling and secured land application sites for the dewatered water treatment plant residuals in North Carolina. Denali Water Solutions' creative approach to the project provided cost savings to the customer and Denali Water Solutions. Over the contract period, Denali performed the services in the spring of 2012 and the spring 2014, processing approximately 3,200 dry tons and land applying 21,300 wet tons each time. Denali Water Solutions operated five belt filter presses 24 hours per day, seven days a week and completed the project on time and within budget. All land acquisition, permitting and land application services were performed in-house utilizing Denali Environmental Services personnel. Transportation was provided through a local trucking firm.

**Owner:**

The City of Portsmouth, VA  
801 Crawford St.  
Portsmouth, VA 23705  
757-393-8699

**Contact:**

Mr. Bill Cumbie, P.E.  
Senior Engineer-CH2M Hill  
11818 Rock Landing Drive  
Suite 200  
Newport News, VA 23606  
757-344-8607



### ***Project Approach***

Denali Water will draw on its years of land application experience and program knowledge to improve upon and develop the City's biosolids program as outlined in the Scope of Work found in the Request for Proposals. Denali Water's approach is to perform well above the minimum project standard so that it not only operates, but makes significant contributions to the success of the programs in which it is involved. To this end, Denali Water desires to form a partnership with the City in which both parties can take pride and benefit from the successes of a well-managed biosolids land application program. Denali Water will work with the City to identify opportunities to improve upon all aspects of the program, and proposes to have regular project status meetings between the City and Denali Water division management to ensure that the City's goals are being met and to discuss additional program opportunities as they arise.

### ***Project Transition***

If selected by the City for contract award, Denali Water would, upon contract execution, begin locally advertising and interviewing for project positions. Any operator or driver position not yet hired and trained by the contract start date will be temporarily filled by qualified individuals from within Denali Water's current staff experienced drivers and operators. During this same period, Denali Water will begin transferring and acquiring the necessary equipment to prepare for contract startup. Senior management from Denali Water's Municipal Services Division will be on-site to manage the project startup and assist in the hiring and training process. This direct on-site supervision and training will continue until senior management feels comfortable with the transition of the project to the local management team. Senior management will remain in especially close contact with Denali Water and City contract management staff immediately following this transition to ensure that any issues are immediately identified and responded to during this final phase of contract transition and project implementation.

### ***Land Base Acquisition and Permitting***

To ensure an efficient use of resources, Denali Water staff will work with to identify and assess currently approved sites, suitable and unsuitable areas for land application program expansion, and any previous community concerns or opposition. Once familiar with this element of the program's history, staff will be able to make informed decisions regarding future expansion of the program's inventory of available land application sites. The project employees with ties in the local agricultural communities and the program's existing list of participating farmers will be useful in identifying other eligible sites and interested parties. Additional sources of leads for new land sites may include County Agricultural Agents, cattlemen's association leaders, and on-sight reconnaissance.

As proposed sites are identified our Environmental staff will coordinate with the local project management team to ensure that operational suitability and community impact factors are considered alongside environmental factors in order to select only those sites which are all-around suitable for the program. Denali Water staff will coordinate and accompany FDEP field staff to review process and coordinate final approval and data entry of newly approved sites into the Denali Water's biosolids management software.

In addition to the continuation of the land application of the City's biosolids for traditional agricultural use, Denali Water will seek out relationships with various agencies and local, state, and national programs to identify additional beneficial use options such as mine reclamation and potential Class A markets. These options offer the potential benefits of both additional reuse alternatives and expanded community outreach opportunities.

### ***Plant-Site Handling and Off-Site Transportation***

Denali Water will supply end-dump trailers and tractor units for the high-solids centrifuge collection area. Denali Water's End dump trailers will be staged at the dewatering building area for the city to stage in the building and load. We will transport filled trailers to land application area where they will be dumped. The biosolids will then be loaded into a spreader and land applied.



During normal daytime operational hours, and typically on a five day per week schedule, Denali Water Highway transport units will consist of tractor and end-dump units and/or tandem axle dump trucks.

Loaded trucks will be inspected and weighed before leaving the plant. Biosolids will be transported to an approved application site for daily application. Highway transportation services will follow all Department of Transportation and highway traffic laws. Truck routes will be planned to minimize exposure to residential areas. Farm site entrances will be maintained to minimize the tracking of mud and debris onto public roads. Trucks and trailers will be inspected prior to leaving the biosolids land application site. Any biosolids adhered to tires, mud flaps, tailgate areas, or other exterior surfaces of the transportation units will be scraped off to prevent the tracking of biosolids off-site. Transportation equipment will be regularly serviced and cleaned in order to maintain good working condition and a professional appearance.

### ***Staging and Field Storage***

Depending on the specific characteristics of a land application site and current weather conditions, it may be necessary to temporarily store loads at a farm site prior to application. In all cases, it will be necessary to dump loads into a staging area where they can be loaded into a spreader for application. Staging and storage areas will be coordinated with the farmer, and temporary field storage areas will be subject to additional selection criteria to ensure they are suitable for containment of the biosolids during precipitation events. Storage and staging areas will be scraped clean and back-bladed after use to ensure excessive amounts of biosolids are not left behind, and that the area is not left in a pitted or rutted condition that would negatively impact site drainage.

Temporary field storage is anticipated to be required periodically throughout the year, but especially during some periods during the wet months. The goal will be to locate larger sites with higher net application acreage in order to minimize the number of storage locations that must be inspected and maintained. Denali Water may need to purchase gravel to maintain access roads and off-loading areas for truck access. Storage areas will be located outside of required setback distances from sensitive features. Other factors affecting the appropriateness of storage areas include, but are not limited to, proximity to adjoining property, off-site structures (houses, places of public assembly, etc.), avoidance of low spots and excessive slope, distance between the application area and storage area, and truck accessibility. All field storage will be in accordance with applicable TDEC and EPA guidance documents.

### ***Biosolids Application***

Loading rates will be calculated using the most recently City-supplied biosolids analysis, crop nitrogen requirements, and field acreage. Due to the significant lime content in the Chattanooga biosolids, soil pH levels, acidity, and buffering capacity will also need to be taken into account to avoid elevating the soil pH to levels that could induce micronutrient deficiencies. The field manager will be supplied with a list of the number of loads that can be spread on each field at an application site. To prepare a field for applications, the field manager will inspect the field to verify that all sensitive features are identified on his field map, to flag the setback distances from these features, to verify, if applicable, that all livestock have been removed from the field, and to ensure that no changes have occurred since the creation of the field map, such as the addition of a nearby off-site dwelling which would require additional buffering and application acreage reduction.

Once loading rates have been calculated and field setup has been completed, a four-wheel-drive field loader and side-discharge flail-type spreaders with high-floatation tires, pulled by four-wheel-drive farm tractors, will be utilized to load and spread the biosolids. The side-discharge flail spreader is preferred because of its ability to spread a wide variety of materials, from high solids to slurry, while still providing

an even and controlled spread pattern. To ensure adequate control of the application rate for each site, the equipment used for spreading the biosolids will be calibrated by measuring the amount applied on a known square footage. The rate of discharge from the spreader box can be controlled by both the ground-speed of the vehicle and the gate adjustment on the expeller of the spreader, thereby achieving specific application rates.

### ***Public Acceptance***

Denali Water will conduct all of its operations under this contract in a professional and courteous manner. Due to the concerns sometimes felt toward biosolids land application by members of the general public, special consideration must be given to all aspects of the operational activities. Members of Denali Water's project team have years of experience managing community and neighbor concerns. Company staff will work with the City to proactively address any public concerns immediately. Efforts will be made to identify and avoid sites with known political or neighborhood issues. It is also important to maintain a positive relationship with County agricultural agents and local government officials in order to have a respected third party as a reference, and someone who is available to field questions and alleviate any concerns of the community. These are several of the components that will be used by Denali Water to develop a project-specific Public Relations and Outreach Plan.

### ***Monitoring and Reporting***

Denali Water uses an integrated data management system to house data from all load tickets company-wide. This database houses the information, such as load volumes, source and destination, and associated lab analysis, which is used to generate required regulatory reports as well as customer invoices, payroll, and accounts payable. This dataset will be used to maintain compliance with all state and federal record-keeping requirements and to generate required regulatory reports. Denali Water can utilize this data to provide the City with monthly operational reports, field loading reports, invoice backup summaries, or other such documentation as the City may desire in an agreed upon format and frequency.

### ***Denali Water Financial Summary***

Denali Water has been in business since 1995. Since this time, it has evolved from a local business to a national company with hundreds of customers. Denali Water is a financial stable company with approximately \$40 million in revenue, over \$10 million in assets, over \$4 million of average working capital, \$4 million in liquidity revolver from First Tennessee Bank and a significant available bonding line with Argo Surety. Further, Denali's minority partner is McLarty Capital Partners which are a \$225 million SBA SBIC fund.

The requested financial statements for Denali Water are included in this section. As mentioned earlier, Denali Water was formerly Terra Renewal. The legal, audited entities were the parent company Terra Renewal LLC and its municipal operating company Terra Renewal West LLC. In November of 2014, the entity Terra Renewal West LLC was legally changed to Denali Water Solutions LLC. This process is not a change in ownership or structure but merely our attempt to simplify our legal structure for tax and operational purposes. For context, our federal tax id, DOT number, insurance, etc. all remain the same and in place. Denali Water has no indirect fixed or contingent liabilities, bankruptcies, or litigation involving the parent corporation (Denali Water, LLC) or its subsidiaries. At this time, Denali Water does not have a credit rating issued by any of the firms listed in the RFP. However, there are various D&B DUN numbers for the historical Terra Renewal. Many of these contain inaccurate information and are confusing since many of the subsidiary entities were sold years ago. We are in the process of cleaning up these records with D&B. As you are well aware, on-line credit rating services have limitations and certainly there are other methods, arguably much more reliable, to determine financial wherewithal. Under any reasonable diligence, Denali Water would pass any test of financial stability and we would work with the City upon request to provide any additional data.

### ***Surety Company Information***

If selected for award, Denali Water intends to obtain the required performance bond through Argonaut Surety. The requested information for Argonaut Surety follows the Denali Water financial statements.

## Pricing Information

Denali Water is pleased to provide this proposal for Land Application/Beneficial Use of Biosolids for the Gainesville Regional Utilities. The proposed pricing for the services outlined in this proposal and in the Scope of Work in the Request for Proposals is provided below.

- A. Price per ton of dewatered class B biosolids (wet basis) , loading, transportation, site permitting, land application, with contract beginning February 2016: **\$31.55 years 1 – 5 \***

\* Annual CPI adjustment and fuel adjustments on the anniversary date will apply. Denali Water is in agreement to extend the contract as needed past the initial 5 years providing the volumes stay consistent. Should volumes be significantly reduced, we would ask for the right to renegotiate with the City based on the volumes at that time.

Prices above will be adjusted as outlined in the Request for Proposal; with annual price adjustment based on change in the CPI (Southeast) for the non fuel related component, and monthly price adjustments based on change in USDOE EIA fuel pricing for the Gulf Coast region for the fuel related component. The above pricing was calculated based on the December 1, 2014, USDOE EIA on-highway diesel fuel monthly average price of \$3.501 per gallon for the Gulf Coast region.

**Terra Renewal West LLC**  
**d/b/a Denali Water Solutions**

Accountants' Review Report and Balance Sheet

December 28, 2013





**Terra Renewal West LLC**  
**d/b/a Denali Water Solutions**  
**December 28, 2013**

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## Independent Accountants' Review Report

Board of Managers  
Terra Renewal West LLC  
d/b/a Denali Water Solutions  
Russellville, Arkansas

We have reviewed the accompanying balance sheet of Terra Renewal West LLC d/b/a Denali Water Solutions (Company), a wholly owned subsidiary of Terra Renewal LLC, as of December 28, 2013. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the balance sheet as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the balance sheet in accordance with accounting principles generally accepted in the United States of America and for designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the balance sheet.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the balance sheet. We believe the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying balance sheet in order for it to be in conformity with accounting principles generally accepted in the United States of America.

*BKD, LLP*

Evansville, Indiana  
May 15, 2014



















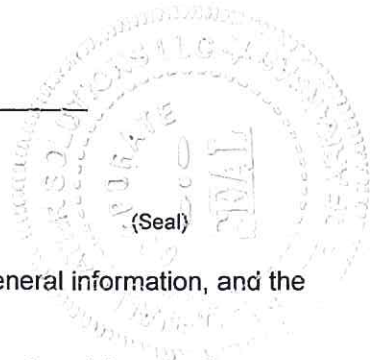
SOLICITATION No. 2015-024 FOR TRANSPORTATION AND BENEFICIAL REUSE OR DISPOSAL OF DEWATERED BIOSOLIDS

RESPONDENT'S CERTIFICATION

NAME OF CORPORATION, PARTNERSHIP, OR INDIVIDUAL: Denali Water Solutions LLC

PHYSICAL ADDRESS: 3308 Bernice Avenue, Russellville, AR 72802

FEDERAL IDENTIFICATION #: 26-1757145 STATE OF INCORPORATION: Delaware



I have carefully reviewed this Solicitation including the scope, submission requirements, general information, and the evaluation and award process.

I acknowledge receipt and incorporation of the following addenda, and the cost, if any, of such revisions has been included in the pricing provided.

Addenda 1 through 1 acknowledged (if applicable).

I further acknowledge that: x Response is in full compliance with the specifications; or \_\_\_ Response is in full compliance with the specifications **except** as specifically stated and explained in detail on sheets attached hereto and labeled "Clarifications and Exceptions".

I hereby propose to provide the goods/services requested in this Solicitation. I agree to hold pricing for at least **60** calendar days from the Solicitation due date. I agree that GRU's terms and conditions herein take precedence over any conflicting terms and conditions submitted for GRU's consideration, and agree to abide by all conditions of this Solicitation.

I certify that all information contained in this Response is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to execute and submit this Response on behalf of the organization as its agent and that the organization is ready, willing and able to perform if awarded.

I further certify that this Response is made without prior understanding, agreement, connection, discussion, or collusion with any other person, company or corporation submitting an offer for the same product or service; no officer, employee or agent of GRU owns or will benefit more than 5% from award of this Solicitation; and the undersigned executed this Respondent's Certification with full knowledge and understanding of the matters therein contained.

*Andy McNeill* 2-4-15  
 AUTHORIZED SIGNATURE DATE

RESPONDENT'S CONTACT  
 (for additional information)

Andy McNeill President  
 PRINT NAME TITLE

Andy McNeill  
 NAME

479-668-4502 479-858-6206  
 TELEPHONE NUMBER FAX NUMBER

President & CEO  
 TITLE

andym@denaliwater.com  
 E-MAIL ADDRESS

479-668-4502  
 PHONE

www.denaliwater.com  
 WEBSITE

andym@denaliwater.com  
 E-MAIL ADDRESS

If Respondent is not an individual, include authorization for the above individual to sign on behalf of the organization.

DRUG-FREE WORKPLACE CERTIFICATION FORM


Preference may be given to a business that certifies that it has implemented a drug-free workplace program. Pursuant to Section 287.087, Florida Statutes, whenever two or more competitive solicitations that are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a response received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie Proposals will be followed if none of the tied providers has a drug free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under proposal a copy of the statement specified in Subsection (1).
4. In the statement specified in Subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893, Florida Statutes, or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on any employee who is so convicted or require the satisfactory participation in a drug abuse assistance or rehabilitation program as such is available in the employee's community.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of applicable laws, rules and regulations.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Denali Water Solutions LLC  
CORPORATION, PARTNERSHIP, OR INDIVIDUAL

2-4-15  
DATE

  
AUTHORIZED SIGNATURE Andy McNeill, President/CEO

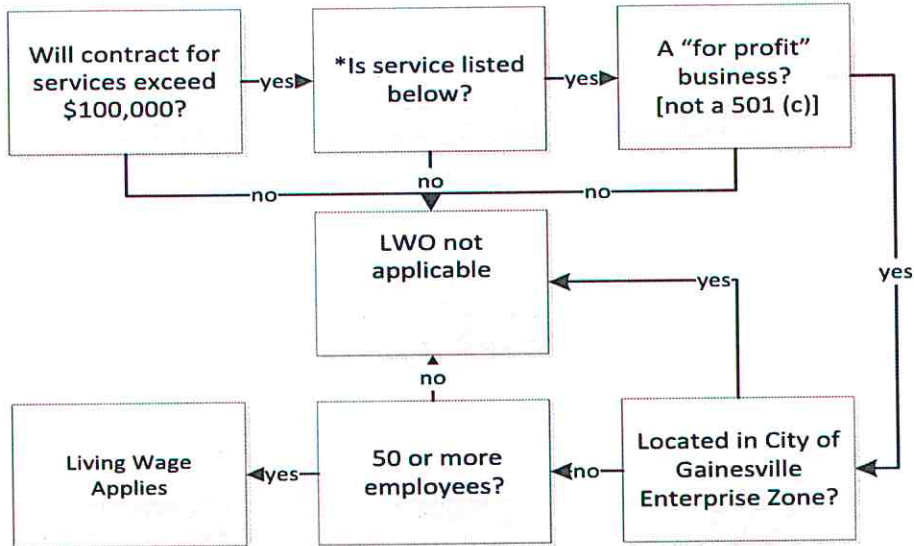
## LIVING WAGE ORDINANCE DECISION TREE

Solicitation Number: 2015-024

Project Name: TRANSPORTATION AND BENEFICIAL REUSE OR DISPOSAL OF DEWATERED BIOSOLIDS

Contractor Name: Denali Water Solutions LLC

While not all encompassing, the following is provided as a guideline for contractors in determining whether the City of Gainesville Living Wage Ordinance (LWO) applies to their firm in the performance of specified service contracts for covered services\* with GRU. Contractor is advised to review the entire text of the LWO at [www.cityofgainesville.org](http://www.cityofgainesville.org).



**\*Covered Services:** food preparation and/or distribution; custodial/cleaning; refuse removal; maintenance and repair; recycling; parking services; painting/refinishing; printing and reproduction services; landscaping/grounds maintenance; agricultural/forestry services; and construction services

(Use the flow chart and information above to help complete the remainder of the form below)

- Living Wage Ordinance does not apply
- Reason for Exemption:
  - Service will not exceed \$100,000
  - Not a covered service
  - Company is not for profit
  - Company is located in Enterprise Zone
  - Company employs less than 50 persons
- Living Wage Ordinance applies

If the Living Wage Ordinance applies, indicate additional costs included in the Response price \$\_\_\_\_\_.

NOTE: If Contractor has stated Living Wage Ordinance does not apply and it is later determined that Living Wage Ordinance does apply, Contractor will be required to comply with the provision of the City of Gainesville's living wage requirements, as applicable, without any adjustment to the Response price.

### SUBCONTRACTOR INFORMATION FORM

List any subcontractors that will be used for the Work along with the goods or services to be provided. If the subcontractor is a small or minority-owned business, check the boxes that apply. The selected prime Contractor will be asked to provide the actual subcontractor spend amount at a later date.

**Small Business Enterprise (SBE):** An independently owned and operated business concern that employs 200 or fewer permanent full-time employees, and that, with its affiliates, has a net worth of not more than \$5,000,000.

**Minority Business Enterprise (MBE):** A business that is at least 51% owned by a minority person. A minority is defined as a lawful permanent resident of Florida who is (a) African-American, (b) Asian-American, (c) Hispanic-American, (d) Native-American, or (e) American women.

Subcontractor Name	Goods or Service to be provided	Business Type	
		SBE	MBE
N/A			

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
BUILDING-WYLIE, TX	Building	2011
ASHBROOK KLAMPRESS 2M 2000	Belt Press	2000
ASHBROOK BELT PRESS 2.0 meter includes trailer	Belt Press	2013
ASHBROOK KLAMPRESS 1.7 METER 2008	Belt Press	2008
KOMLINE GRS-1.5/2 BELT PRESS 2007	Belt Press	2007
ASHBROOK BELT PRESS 2008 2.0 meter	Belt Press	2008
ASHBROOK BELT PRESS 2008 2.0 meter	Belt Press	2008
BDP BELT PRESS 2011 1.5 meter	Belt Press	2011
1994 GREAT DANE PLT w/ 1.7 Ashbrook BP1078	Belt Press	1994
BELT PRESS 511 TRAILER w/ 1.5M BDP BP511	Belt Press	2001
1985 AZTEC BELT PRESS TL w/ BP1183	Belt Press	1985
BELT PRESS 4 TRAILER w/ 2M Ashbrook BP04	Belt Press	-
1992 WABASH BELT PRESS TRAILER w/ 2M Ashbrook BP1141	Belt Press	1992
TRANSCRAFT BELT PRESS5 TRAILER w/ 2M Ashbrook BP05	Belt Press	-
1999 BALZER VACUUM TANK 4200 SERIAL # 4701	Buggy	1999
2004 BALZER 4200 LIQUID BUGGY	Buggy	2004
2008 BALZER 6500 LIQUID BUGGY	Buggy	2008
BALZER 6500 LIQUID BUGGY	Buggy	2008
BALZER 6000 LIQUID BUGGY	Buggy	2012
KNIGHT 8030 SPREADER	Buggy	2007
1985 KNIGHT 8030 SPREADER	Buggy	1985
Balzer 4200	Buggy	2005
2003 KNIGHT PRO SLINGER	Buggy	2003
TIBROOK END DUMP	End Dump Trailers	1994
VANTAGE END DUMP	End Dump Trailers	2003
VANTAGE END DUMP	End Dump Trailers	2003
VANTAGE END DUMP	End Dump Trailers	2003
VANTAGE END DUMP	End Dump Trailers	2003
2003 VANTAGE END DUMP	End Dump Trailers	2003
ATM END DUMP	End Dump Trailers	2000
ATM END DUMP	End Dump Trailers	2000
ATM END DUMP	End Dump Trailers	2000
1994 RAVENS 38' DUMP TRAILER	End Dump Trailers	1994
1986 HOBBS 38' END DUMP TRAILER	End Dump Trailers	1986
1991 FRUEHAUF 37' FRAMELESS	End Dump Trailers	1991
RAVENS 39' DUMP TRAILER	End Dump Trailer	
RAVENS 39' DUMP TRAILER	End Dump Trailer	
EAST 39' FRAMELESS	End Dump Trailers	-
1992 TRAVIS 39' DUMP TRAILER	End Dump Trailer	1992
RAVENS 38' DUMP TRAILER	End Dump Trailer	

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
Dump Trailer	End Dump Trailer	2003
Dump Trailer	End Dump Trailer	2003
East	End Dump Trailer	2006
East	End Dump Trailer	2008
East	End Dump Trailer	2008
East	End Dump Trailer	2014
East	End Dump Trailer	2014
FRAMELESS ENDDUMP	End Dump Trailer	2007
FRAMELESS ENDDUMP	End Dump Trailer	2007
FRAMELESS ENDDUMP	End Dump Trailer	2007
FRAMELESS ENDDUMP	End Dump Trailer	2007
VANTAGE END DUMP	End Dump Trailer	2002
FRAMELESS ENDDUMP	End Dump Trailer	2002
2011 EAST DUMP TANDEM	End Dump Trailer	2011
2011 EAST DUMP TANDEM	End Dump Trailer	2011
VANTAGE END DUMP	End Dump Trailer	1995
VANTAGE END DUMP	End Dump Trailer	2003
2011 EAST DUMP TANDEM	End Dump Trailer	2011
2011 EAST DUMP TANDEM	End Dump Trailer	2011
2011 EAST DUMP TANDEM	End Dump Trailer	2011
EAST END DUMP	End Dump Trailer	1995
1988 FRUEHAUF 38' TRAILER	End Dump Trailer	1988
1991 FRUEHAUF END DUMP	End Dump Trailer	1991
1991 FRUEHAUF END DUMP	End Dump Trailer	1991
RAVENS 39' DUMP TRAILER	End Dump Trailer	1988
RAVENS 39' DUMP TRAILER	End Dump Trailer	1989
1991 RAVE END DUMP	End Dump Trailer	1991
RAVENS 39' DUMP TRAILER	End Dump Trailer	1990
1993 TI-BROOK DUMP TRAILER	End Dump Trailer	1993
EAST 39' FRAMELESS	End Dump Trailer	1993
EAST 39' FRAMELESS	End Dump Trailer	1993
1992 TRAVIS 39' DUMP TRAILER	End Dump Trailer	1992
RAVENS 38' DUMP TRAILER	End Dump Trailer	1993
RAVENS 38' DUMP TRAILER	End Dump Trailer	1993
Travis Trailer	End Dump Trailer	2014
Travis Trailer	End Dump Trailer	2014
Travis Trailer -end dumps	End Dump Trailer	2015
Travis Trailer	End Dump Trailer	2014
Travis Trailer	End Dump Trailer	2014
Travis Trailer	End Dump Trailer	2014
1993 TRAVIS END DUMP	End Dump Trailer	1993



**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
1993 TRAVIS END DUMP	End Dump Trailer	1993
1993 TRAVIS END DUMP	End Dump Trailer	1993
1989 TRAVIS END DUMP	End Dump Trailer	1989
1990 TRAVIS END DUMP	End Dump Trailer	1990
1990 TRAVIS END DUMP	End Dump Trailer	1990
1989 TRAVIS END DUMP	End Dump Trailer	1989
1994 TRAVIS END DUMP	End Dump Trailer	1994
1990 TRAVIS END DUMP	End Dump Trailer	1990
1989 TRAVIS END DUMP	End Dump Trailer	1989
1990 EAST END DUMP	End Dump Trailer	1990
1999 VANTAGE END DUMP	End Dump Trailer	1999
1999 VANTAGE END DUMP	End Dump Trailer	1999
1996 TRAVIS END DUMP	End Dump Trailer	1996
1993 CMC END DUMP	End Dump Trailer	1993
1997 VANTAGE END DUMP	End Dump Trailer	1997
1995 VANTAGE END DUMP	End Dump Trailer	1995
1995 VANTAGE END DUMP	End Dump Trailer	1995
1997 VANTAGE END DUMP	End Dump Trailer	1997
1996 VANTAGE END DUMP	End Dump Trailer	1996
1994 TRAVIS END DUMP	End Dump Trailer	1994
2001 VANTAGE END DUMP	End Dump Trailer	2001
2001 VANTAGE END DUMP	End Dump Trailer	2001
2001 VANTAGE END DUMP	End Dump Trailer	2001
2001 VANTAGE END DUMP	End Dump Trailer	2001
1995 VANTAGE END DUMP	End Dump Trailer	1995
1996 MACK END DUMP	End Dump Trailer	1996
1999 TRAVIS END DUMP	End Dump Trailer	1999
1985 FRUEHAUF 37' FRAMELESS	End Dump Trailer	1985
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
2002 VANTAGE END DUMP	End Dump Trailer	2002
1995 LUFKIN END DUMP	End Dump Trailer	1995
1985 CLEMENT END DUMP	End Dump Trailer	1985
1990 CLEMENT END DUMP	End Dump Trailer	1990
TRAVIS END DUMP TRAILER	End Dump Trailer	1991

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
TRAVIS END DUMP TRAILER	End Dump Trailer	1998
VANTAGE END DUMP	End Dump Trailer	2003
VANTAGE END DUMP	End Dump Trailer	2003
VANTAGE END DUMP	End Dump Trailer	2003
VANTAGE END DUMP	End Dump Trailer	2003
VANTAGE END DUMP	End Dump Trailer	2003
TRAILMASTER TRAILER	End Dump Trailer	-
TI-BROOK DUMP FRAMELS	End Dump Trailer	-
1992 EAST END DUMP	End Dump Trailer	1992
2008 FORD F250 SUPERDUTY RC 2WD	Cars & Trucks	2008
2007 FORD RANGER SUPERCAB 4X4	Cars & Trucks	2007
F250 Crew Cab 2010	Cars & Trucks	2010
F250 Crew Cab 2010	Cars & Trucks	2010
F250 Crew Cab 2010	Cars & Trucks	2010
F250 Crew Cab 2010	Cars & Trucks	2010
FORD F450 PICK UP TRUCK	Cars & Trucks	2012
2002 DODGE RAM 2500 QUAD CAB 2WD	Cars & Trucks	2002
2007 GMC SIERRA 1500 RC 4X4	Cars & Trucks	2007
FORD F450 SD CREW CAB 4X4	Cars & Trucks	2006
F250 Crew Cab 2010	Cars & Trucks	2010
2007 F150	Cars & Trucks	2007
F250 Crew Cab 2010	Cars & Trucks	2010
2008 FORD F450 SUPERDUTY CC 4X4	Cars & Trucks	2008
2003 FORD F250 SUPERDUTY RC 4X4	Cars & Trucks	2003
DODGE 3500 QUAD CAB 4X4	Cars & Trucks	2007
CHEVROLET 1500 EXT. CAB 2WD	Cars & Trucks	2007
2008 FORD F250 SUPERDUTY RC 2WD	Cars & Trucks	2008
2004 CHEVROLET BLAZER 4-DOOR 2WD LS	Cars & Trucks	2004
2006 FORD F150 RC 2WD	Cars & Trucks	2006
420 RANCHER ATV 4WD	Other	-
HYDRO HOSE REEL	Other	-
Roll Tarps	Other	-
% SOLID SMART SYSTEM	Other	-
SIEMENS FLOW METER	Other	-
42' SCOTTY BOX FOR WYLIE	Other	-
LAYMOR STREETSWEEPER	Other	-
40 6' X 18' Floats	Other	-
10 8 x 20 Pipe Floats	Other	-
OHAUS MOISTURE ANALYZER	Other	-
Ohaus Moisture Analyzer	Other	-
K RAILS	Other	-

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
15 HYDRAHOSES	Other	-
10 8x10; 10 8x20 DREDGE HOSES	Other	-
10 8X20 POLY PIPE W/ FLOAT; 6 8X10 FLEX HOSE W/ FLOAT	Other	-
18X32 PORTABLE CONV	Other	-
Sciam DM3 Density Meter	Other	-
SEEPEX PUMP BN 70 6LS	Other	-
20 8"X20' & 29 8"X10' PIPE W/FLOATS	Other	-
2 MA23 MOISTURE BALANCES & 3 PELICAN CASES (LAB AI	Other	-
GRINDER - HFL MULTICRUSHER FROM BORGER	Other	-
HOUSTON PHONE SYSTEM	Other	-
Portable Scale TB760-S	Other	-
TRUCK SCALES	Other	-
GODWIN DRI-PRIME CD100M ELECTRIC PUMP	Pumps	2013
H & H DREDGE	Pumps	2000
52' 8" HOG PUMP	Pumps	2013
52' 6" HOG PUMP	Pumps	2013
2010 HOULE 52' 8" HOG PUMP	Pumps	2010
2007 Submersible 6 In Pump	Pumps	2007
GULF ATLANTIC PUMP	Pumps	2008
DREDGE	Pumps	2012
2004 GULF ATLANTIC DREDGE	Pumps	2004
HOULE LAGOON PUMP 52	Pumps	2011
GULF ATLANTIC PUMP	Pumps	2011
SUBMERSIBLE PUMP	Pumps	2011
Rolloff Box 25 CU Yd	Storage Boxes	-
Rolloff Box Mayfab 25 YD	Storage Boxes	-
Rolloff Mayfab 25 YD	Storage Boxes	-
Rolloff Mayfab 25 YD	Storage Boxes	-
Box # 25-095 YD	Storage Boxes	
Box # 25-101	Storage Boxes	
Box # 25-102	Storage Boxes	
Box # 25-103	Storage Boxes	
Box # 25-104	Storage Boxes	
Box # 25-105	Storage Boxes	
Box # 25-106	Storage Boxes	
Box # 25-107	Storage Boxes	-
Box # 25-109	Storage Boxes	-
Box # 25-110 (25 CU YD)	Storage Boxes	
Box # 25-112-25	Storage Boxes	-
Box # 25-113	Storage Boxes	-
Box # 25-114	Storage Boxes	-



**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
Fleet R/O CONTAINER	Storage Boxes	-
20 Yd Bin	Storage Boxes	-
20 Yd Bin	Storage Boxes	-
16' X 4' OCSD BIN	Storage Boxes	-
16' X 4' OCSD BIN	Storage Boxes	-
16' X 4' OCSD BIN	Storage Boxes	-
16' X 4' OCSD BIN	Storage Boxes	-
25 YD BIN	Storage Boxes	-
25 YD BIN	Storage Boxes	-
25 YD BIN	Storage Boxes	-
25 YD BIN	Storage Boxes	-
Small Storage Bldg (Time Clock)	Storage Boxes	-
2000 MACK RD688S ROLL OFF TRUCK	Trucks	2000
2007 STERLING LT9500 MOHRLANG SPREADER	Trucks	2007
PETERBILT	Trucks	2009
PETERBILT 388 TRANSPORT	Trucks	2009
PETERBILT 388 TRANSPORT	Trucks	2010
PETERBILT 378 BOB TRUCK 4600GL	Trucks	2006
PETERBILT 378 BOB TRUCK 4600GL	Trucks	2006
PETERBILT 378 BOB TRUCK 4600GL	Trucks	2006
PETERBILT 379 TRANSPORT	Trucks	2007
INTERNATIONAL 9900I TRANSPORT	Trucks	2011
INTERNATIONAL 9900I TRANSPORT	Trucks	2011
PETERBILT	Trucks	2011
PETERBILT 388 TRANSPORT	Trucks	2011

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
PETERBILT 388 TRANSPORT	Trucks	2001
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 389 TRANSPORT	Trucks	2013
PETERBILT 365 ROLL OFF	Trucks	2011
PETERBILT 365 ROLL OFF	Trucks	2011
PETERBILT 365 ROLL OFF	Trucks	2011
PETERBILT 385 TRANSPORT	Trucks	2002
2002 PETERBILT 385 TRANSPORT	Trucks	2002
2003 PETERBILT 385 TRANSPORT	Trucks	2003
2002 FREIGHTLINER FL112 SPREADER TRUCK	Trucks	2002
PETERBILT 379	Trucks	2007
PETERBILT 379 TRANSPORT	Trucks	2007
PETERBILT 388 TRANSPORT	Trucks	2007
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 388 TRANSPORT	Trucks	2013
2006 PETERBILT 379 TRANSPORT	Trucks	2006
2000 FREIGHTLINER FL70 WATER TRUCK	Trucks	2000
PETERBILT 388 TRANSPORT	Trucks	2010
PETERBILT 388 TRANSPORT	Trucks	2010
2001 FREIGHTLINER CL120 ROLL OFF TRUCK	Trucks	2001
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 388 TRANSPORT	Trucks	2014
PETERBILT 388 TRANSPORT	Trucks	2013
PETERBILT 386 TRANSPORT	Trucks	2013
FORD F800 WATER TRUCK	Trucks	1998
1998 INTERNATIONAL 9100 WATER TRUCK	Trucks	1998
2009 BENLEE TRAILER	Trailers	2009
TARASPORT STEPDECK	Trailers	2001
1994 ACE ROLL OFF TRAILER	Trailers	1994
1996 ACE ROLL OFF TRAILER	Trailers	1996
1991 ACE ROLL OFF TRAILER	Trailers	1991
1992 PEERLESS WALK FLOOR	Trailers	1992
NEW HOLLAND T8030	Farm Tractor	2012
FARM TRACTOR	Farm Tractor	2011
1998 NEW HOLLAND 8970 FARM TRACTOR	Farm Tractor	1998
T8030 New Holland	Farm Tractor	2011
NH 8970 FARM TRACTOR	Farm Tractor	2005
1995 NEW HOLLAND 8970 FARM TRACTOR	Farm Tractor	1995

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
2007 JD 8330 FARM TRACTOR	Farm Tractor	2007
JD 8330 FARM TRACTOR	Farm Tractor	2007
New Holland T8020	Farm Tractor	2008
JD 8330 FARM TRACTOR	Farm Tractor	2007
JD 8330 FARM TRACTOR	Farm Tractor	2007
2000 JOHN DEERE 7410 FARM TRACTOR	Farm Tractor	2000
John Deere Modal 4955	Farm Tractor	1990
1999 JOHN DEERE 7410 FARM TRACTOR	Farm Tractor	1999
1990 CASE 7140 FARM TRACTOR	Farm Tractor	1990
JD 8400 FARM TRACTOR	Farm Tractor	2007
2000 JOHN DEERE 7810 FARM TRACTOR	Farm Tractor	2000
2001 JOHN DEERE 8410	Farm Tractor	2001
1998 JOHN DEERE 8400 FARM TRACTOR	Farm Tractor	1998
1980 Fruehauf	Tanker Trailers	1980
1980 Heil Trailer	Tanker Trailers	1980
1987 FRUEHAUF TRAILER	Tanker Trailers	1987
1986 VIM	Tanker Trailers	1986
1982 HEIL TRAILER	Tanker Trailers	1982
1983 HEIL VACUUM TANKER	Tanker Trailers	1983
TRAILMASTER TRAILER	Tanker Trailers	1986
1987 FRUEHAUF TRAILER	Tanker Trailers	1987
TRAILMASTER TRAILER	Tanker Trailers	1980
1997 TRAILMASTER TRAILER	Tanker Trailers	1997
STEPHENS TRAILER	Tanker Trailers	
TRAILMASTER TRAILER	Tanker Trailers	1982
TRAILMASTER TRAILER	Tanker Trailers	1986
1971 J & L TRAILER	Tanker Trailers	1971
1990 FRUEHAUF TRAILER	Tanker Trailers	1990
1994 HEIL TRAILER	Tanker Trailers	1994
WYLIE TRAILER	Utility Trailer	-
FONTAINE LOWBOY	Utility Trailer	2000
TRAIL KING pintle hitch trailer	Utility Trailer	2005
2005 Gooseneck	Utility Trailer	2005
1990 HOME MADE TRAILER GOOSENECK	Utility Trailer	1990
Utility Trailer	Utility Trailer	2014
Utility Trailer	Utility Trailer	2012
2004 BIGT UTILITY TRAILER	Utility Trailer	2004
1995 BIG TEXAS TRAILER 10PI-16	Utility Trailer	1995
2011 MEB UTILITY TRAILER (TILT)	Utility Trailer	2011
2007 UTILITY TRAILER HOMEMADE	Utility Trailer	2007
2012 LOOK EWLC 7X14 TE2 UTILITY TL	Utility Trailer	2012

**Denali Water Solutions LLC**  
**Equipment Listing**

<b>Description</b>	<b>Category</b>	<b>Year</b>
2012 LOOK EWLC 7X16 TE2 UTILITY TL	Utility Trailer	2012
2012 LONE WOLF 16X83 7 K UTILITY TL	Utility Trailer	2012
1990 ACE UTILITY TRAILER	Utility Trailer	1990
2002 KAWASAKI 50ZV WHEEL LOADER	Wheel Loader	2002
2006 Case 621D	Wheel Loader	2006
2009 CASE 521E WHEEL LOADER	Wheel Loader	2009
2003 John Deere 444H Wheel Loader	Wheel Loader	2003
CAPACITY TJ5000 SPOTTER MULE	Yard Mule	2004
0000 OTTAWA YARD MULE	Yard Mule	2000
OTTAWA YARD MULE	Yard Mule	2000
CAPACITY TJ5000 SPOTTER MULE	Yard Mule	2000
CAPACITY TJ5000 SPOTTER MULE	Yard Mule	2000
1993 OTTAWA YARD MULE	Yard Mule	1993
1991 OTTAWA YARD MULE	Yard Mule	1991
1992 OTTAWA YARD MULE	Yard Mule	1992
1992 OTTAWA YARD MULE	Yard Mule	1992
1992 OTTAWA YARD MULE	Yard Mule	1992
1986 CAPACITY TJ4000E	Yard Mule	1986
1989 CAPACITY TRAILER JOCKEY	Yard Mule	1989
Travis Trailer -end dumps	Trailers	2015
Travis Trailer -end dumps	Trailers	2015
Travis Trailer -end dumps	Trailers	2015
Travis Trailer -end dumps	Trailers	2015
STEPHENS TRAILER	Tanker Trailer	
STEPHENS TRAILER	Tanker Trailer	
STEPHENS TRAILER	Tanker Trailer	
VANTAGE TRAILER	Tanker Trailer	
ACRO NON-VAC	Tanker Trailer	
2008 PROGRESS VACUUM	Tanker Trailer	2008
2009 PROGRESS VACUUM	Tanker Trailer	2009
VE MANUFACTURING VACUUM	Tanker Trailer	





# ARGO SURETY

Member of

February 5, 2015

Gainesville Regional Utilities  
301 S.E. 4th Avenue  
Gainesville, FL 32601

**Re: Transportation and Beneficial Reuse or Disposal of Dewatered Biosolids**

Dear To whom it may concern:

It has been the privilege of Argonaut Insurance Company ("Argo Surety")<sup>1</sup> and/or its underwriting team to have provided surety bonds for Denali Water Solutions LLC. During this time we have bonded projects in the \$5,000,000.00 range for a wide variety of owners. Denali Water Solutions LLC is an account in good standing with our company. The general bonding line of credit established for or available to this firm is \$10,000,000.00.

It is our opinion that Denali Water Solutions LLC is qualified to perform the above captioned project, which we understand has an estimated value of approximately \$750,000.00. At their request we will give favorable consideration to providing the required bonds.

Please note that the decision to issue surety bonds is a matter between Denali Water Solutions LLC and Argo Surety, and will be subject to our standard underwriting at the time of the final bond request, which will include but not be limited to the acceptability of the contract documents, bond forms and financing. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

Argo Surety is "Treasury Listed" by the U. S. Department of the Treasury with an underwriting limitation expressed therein of over \$33,695,000. The A.M. Best Company has assigned Argo Surety a rating of "A". Argo Surety is fully licensed and authorized to write bonds of this size and type in the State of FL. If you have any questions or need any additional information, please do not hesitate to contact me.

Sincerely,  
Argonaut Insurance Company

Harold Miller Jr.  
Attorney-in-Fact

<sup>1</sup> Argo Surety is an A (Excellent) A.M. Best rated insurance company (Financial Size Category XII (\$1 billion to \$1.25 billion)).

13100 Wortham Center Drive, Suite  
290  
Houston, TX 77065  
[www.argolimited.com](http://www.argolimited.com)

T 281 640 7912

Argonaut Insurance Company  
Deliveries Only: 225 W. Washington, 24th Floor  
Chicago, IL 60606

United States Postal Service: P.O. Box 469011, San Antonio, TX 78246

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That the Argonaut Insurance Company, a Corporation duly organized and existing under the laws of the State of Illinois and having its principal office in the County of Cook, Illinois does hereby nominate, constitute and appoint:

William T. Krumm, Sharon A. Foulk, Harold Miller Jr., M. Moody, Betty L. Tolentino, Jodie Sellers, Patrick M. Gallagher

Their true and lawful agent(s) and attorney(s)-in-fact, each in their separate capacity if more than one is named above, to make, execute, seal and deliver for and on its behalf as surety, and as its act and deed any and all bonds, contracts, agreements of indemnity and other undertakings in suretyship provided, however, that the penal sum of any one such instrument executed hereunder shall not exceed the sum of:

\$40,000,000.00

This Power of Attorney is granted and is signed and sealed under and by the authority of the following Resolution adopted by the Board of Directors of Argonaut Insurance Company:

"RESOLVED, That the President, Senior Vice President, Vice President, Assistant Vice President, Secretary, Treasurer and each of them hereby is authorized to execute powers of attorney, and such authority can be executed by use of facsimile signature, which may be attested or acknowledged by any officer or attorney, of the Company, qualifying the attorney or attorneys named in the given power of attorney, to execute in behalf of, and acknowledge as the act and deed of the Argonaut Insurance Company, all bond undertakings and contracts of suretyship, and to affix the corporate seal thereto."

IN WITNESS WHEREOF, Argonaut Insurance Company has caused its official seal to be hereunto affixed and these presents to be signed by its duly authorized officer on the 18th day of July, 2013.



Argonaut Insurance Company

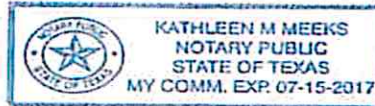
by: [Signature]

Joshua C. Betz, Senior Vice President

STATE OF TEXAS  
COUNTY OF HARRIS SS:

On this 18th day of July, 2013 A.D., before me, a Notary Public of the State of Texas, in and for the County of Harris, duly commissioned and qualified, came THE ABOVE OFFICER OF THE COMPANY, to me personally known to be the individual and officer described in, and who executed the preceding instrument, and he acknowledged the execution of same, and being by me duly sworn, deposed and said that he is the officer of the said Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and his signature as officer were duly affixed and subscribed to the said instrument by the authority and direction of the said corporation, and that Resolution adopted by the Board of Directors of said Company, referred to in the preceding instrument is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand, and affixed my Official Seal at the County of Harris, the day and year first above written.



[Signature]

(Notary Public)

I, the undersigned Officer of the Argonaut Insurance Company, Illinois Corporation, do hereby certify that the original POWER OF ATTORNEY of which the foregoing is a full, true and correct copy is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand, and affixed the Seal of said Company, on the 5<sup>th</sup> day of February 2015



[Signature]

Sarah Heineman, VP-Underwriting Surety



3308 Bernice Avenue  
Russellville, AR 72802  
PO Box 3036 • Russellville, AR 72811  
Phone: 479-498-0500

3/3/15

Dana L. Gauthier  
Senior Buyer GRU

**Subject: Clarification of responses needed to GRU RFP 2015-024  
Transportation and Beneficial Reuse or Disposal of Dewatered Biosolids.**

Ms. Gauthier,

Denali Water's responses to question for GRU-RFP 2015-024

1. Please confirm that you understand that, as described in the RFP, the Class B biosolids GRU will produce will meet Class B pathogen reduction requirements but will not meet Class B vector attraction reduction. Please confirm that your price is based on receiving GRU's Class B biosolids as described. **Confirmed, we realize it doesn't meet vector attraction.**
2. Given that the biosolids GRU will produce will not meet vector attraction reduction requirements, please describe how you will meet vector attraction requirements in your land application program. Your proposal did not have incorporation methods described. **Vector attraction will be met through incorporation by an FDEP established method as detailed in our FDEP biosolids management site permit application that we will submit.**
3. Do you plan to perform your own testing and analysis of our Class B biosolids? **No, we plan to utilize the analysis provided by GRU that certifies class B.**
4. In Section 6.9 Price and Contract Duration, your pricing is 31.55/wet ton for years 1-5. You provide information about a Fuel Surcharge based on the Gulf Coast region (EIA). How are you going to apply the fuel surcharge (to the price per ton, by miles, truck load, gallons)? Clarify how the fuel surcharge will be assessed? Show the formula for which you will use to assess the fuel surcharge. Provide a cost table with a fuel adjustment adder and deduct. **Fuel Price Adjustment: Denali Water's fuel adjustment is indexed on the current diesel fuel price of \$3.00 per gallon and is based upon the U.S. Department of Energy Information Administration Weekly Retail On-Highway Diesel Prices for the Gulf Coast Region. The adjustment will be based upon the round-trip miles traveled by Denali Water in hauling Customers residuals to the land application site. When the weekly price of diesel fuel deviates a minimum of \$0.25 per gallon from the \$3.00 per gallon price, Denali will at that time, adjust accordingly. Example: For every \$0.25 increase or decrease in diesel fuel, GRU's load**

price will be adjusted \$5.00 per load. Again, no adjustments will be made unless there is at least a \$.25 cent fluctuation from the \$3.00 per gallon mark.

I based this off of 80 mile roundtrip/ 4 miles per gallon= 20 gallons X .25= \$5.00. So for every .25 cents fuel goes up we would add \$5.00 to the load price.

5. Clarify if you adjust your pricing if the CPI goes down? **Yes we will adjust accordingly.**

Denali appreciates the opportunity to provide these services and look forward to working with you on future projects. Please feel free to contact me if you have any questions at 251-463-3730.

Sincerely,

**Randy Sollie**

Randy Sollie

Director of Operations East – Denali Water