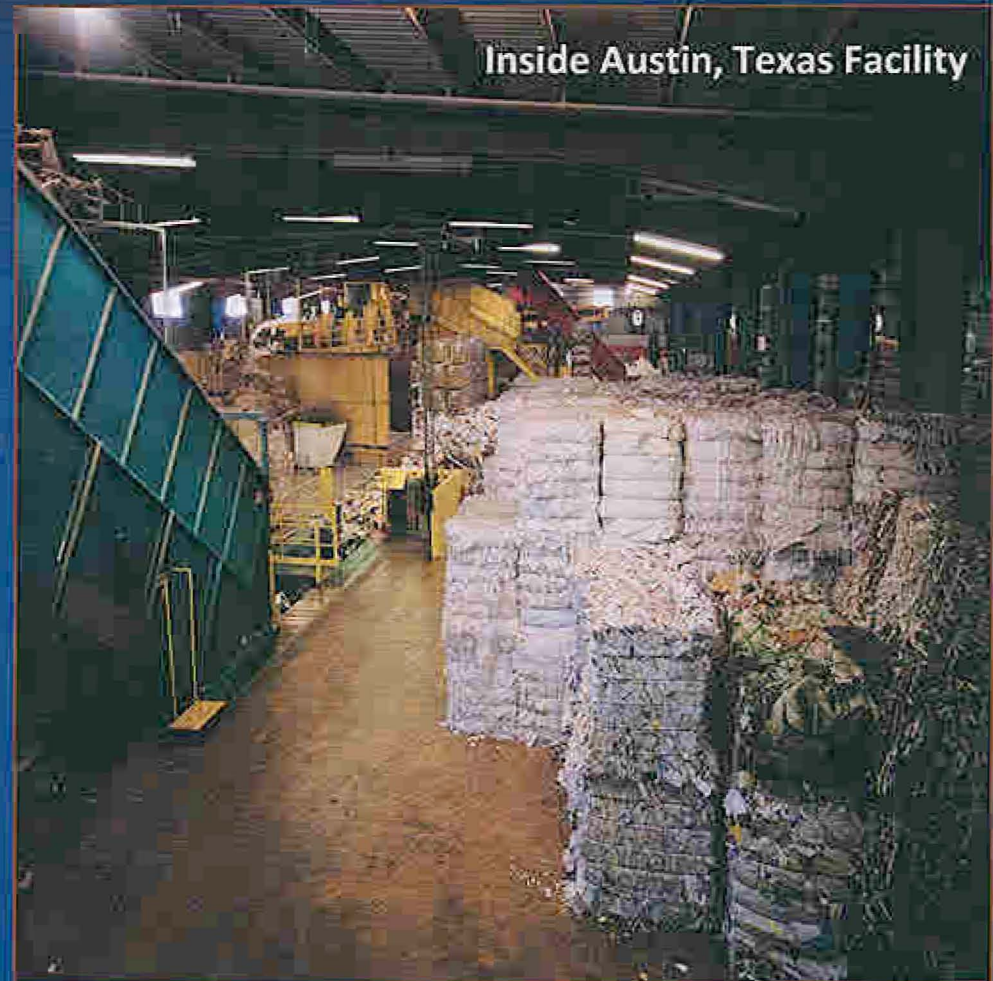


Austin City Council
Presentation
May 2010



Team Distinctions

- Zero waste since doors opened in 1994
- Not in the landfill business
- Deliver world-class facility, on time and on budget, by Sept 2011
- Pride in our community
- World-class team assembled
- Economic development through green job creation & eco-industrial park
- Rebate to City (January thru May 2010)
- Accountability & financial transparency
- City has option to purchase facility in the future



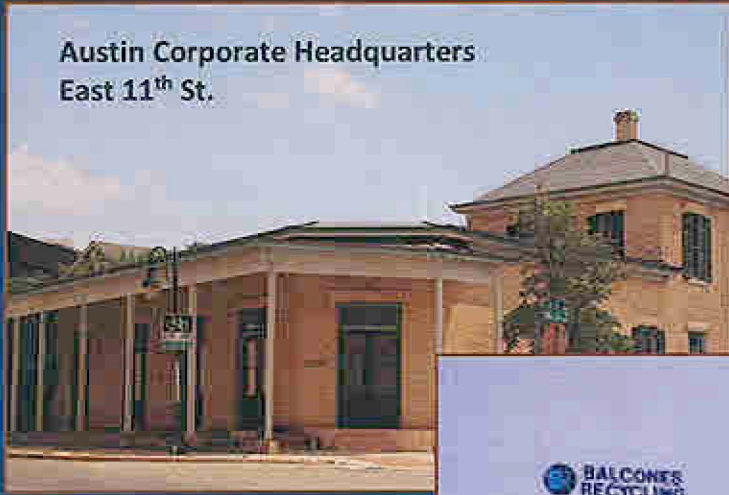
History of Balcones Resources

Company History

Reasons for Success

Future Vision

Austin Corporate Headquarters
East 11th St.



Dallas Office



Little Rock, AR
Facility



Shred Document Destruction
Farmers Branch, TX

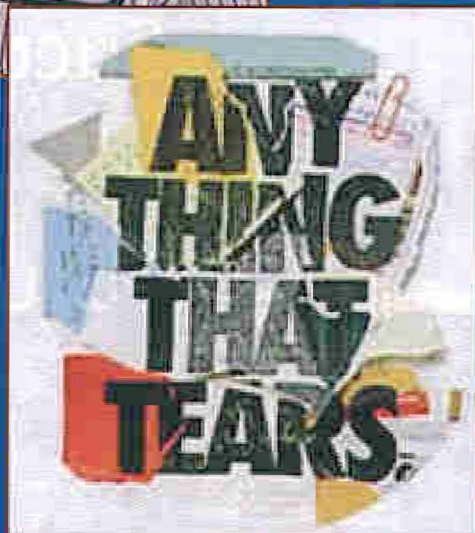


Austin Shred
Austin, TX



Balcones Fuel Technology
Little Rock, AR

Company Philosophy



**Zero-waste
initiatives**

**Reduce carbon
footprint**

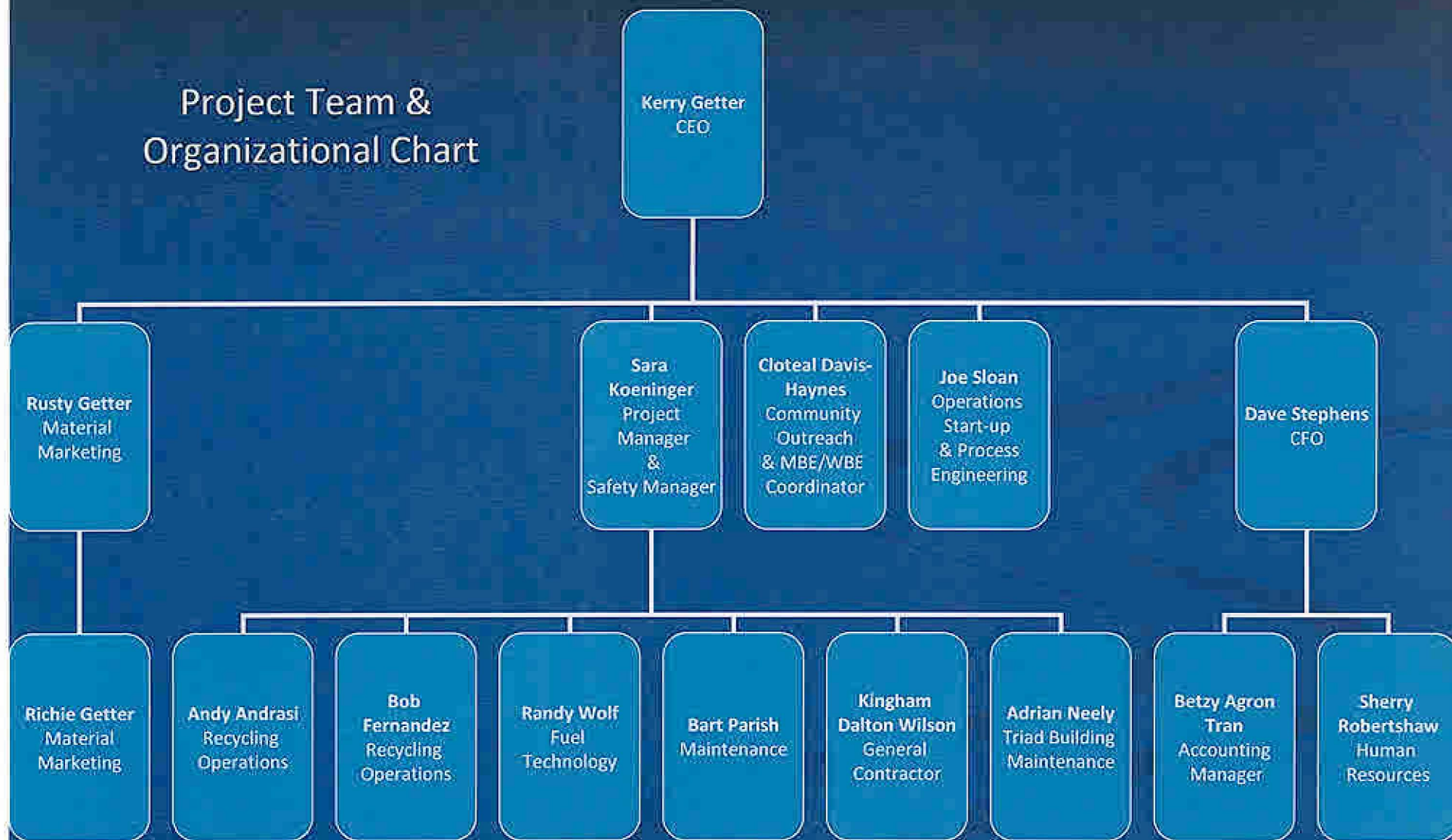
**Sustainable
practices**

Education

Community Giving

Experience & Qualifications

Project Team & Organizational Chart





Experience & Qualifications

Recyclables Marketing Experience

- 30+ years experience in domestic and world-wide markets
- 94% of actual sale price for material
- Rail access to world-wide markets

Balcones Recycling Train



Experience & Qualifications

Single-Stream Experience



San Jose, California

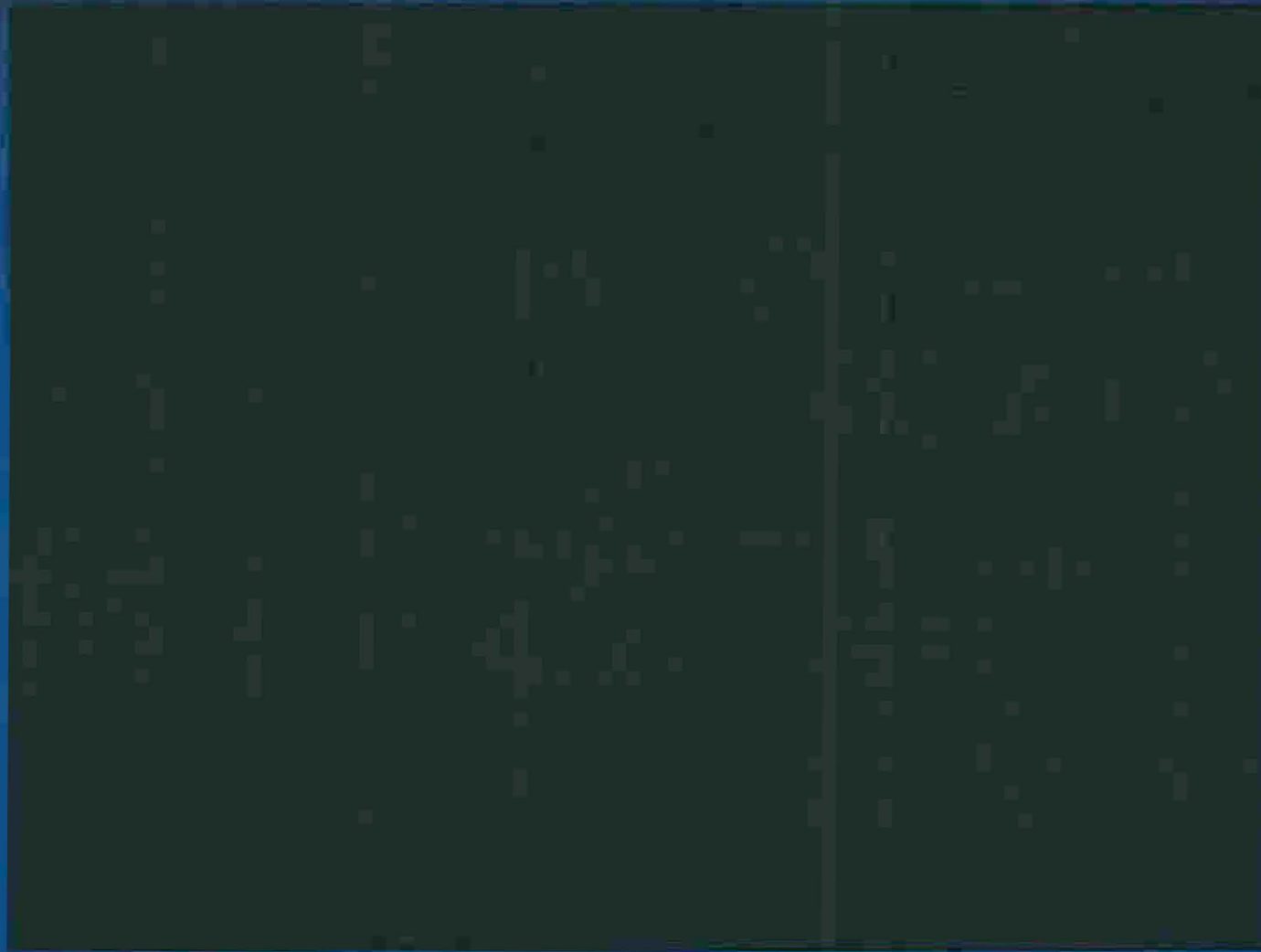




Appleton/Green Bay, WI



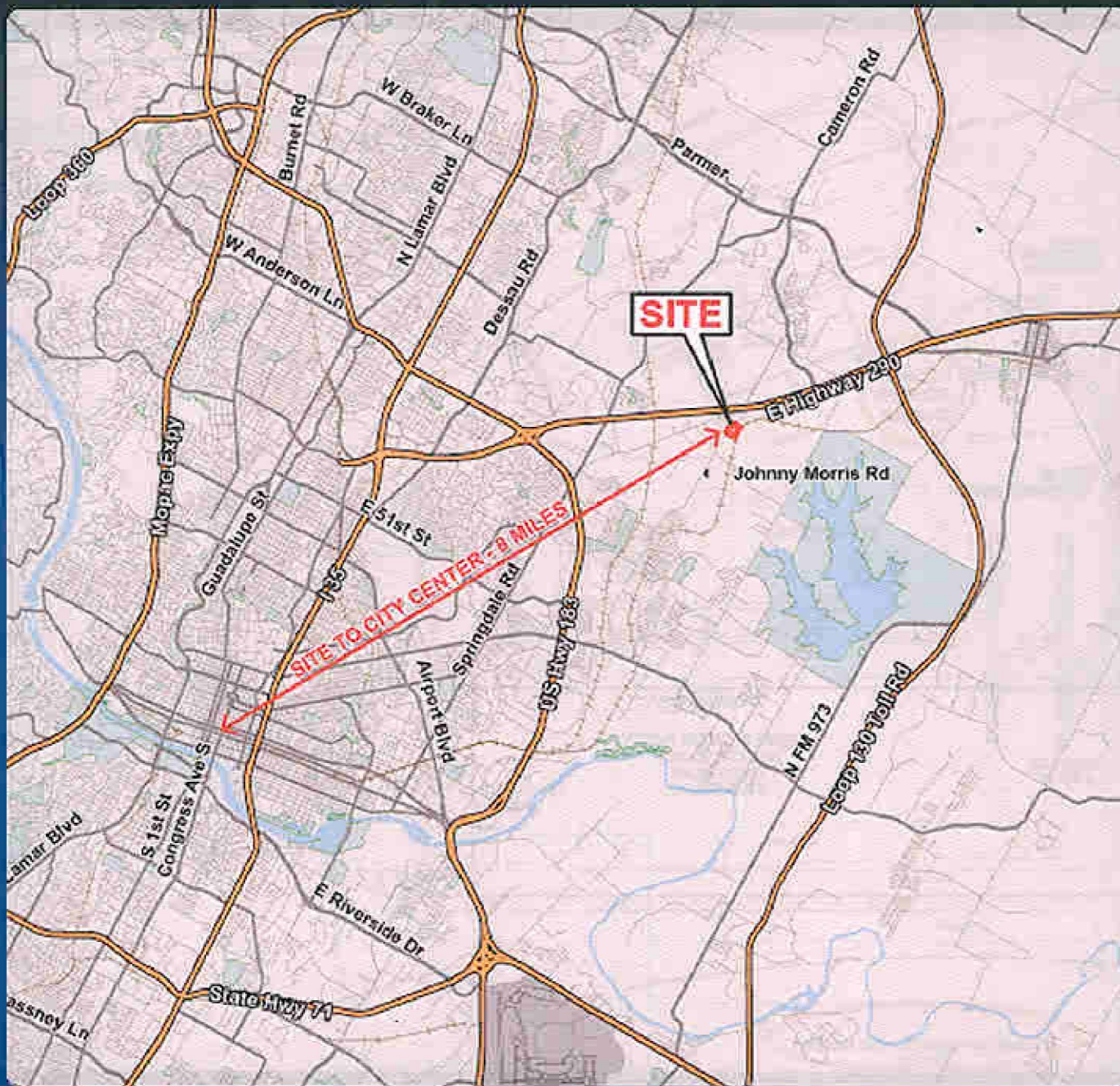
Proposed Equipment



Transition Plan

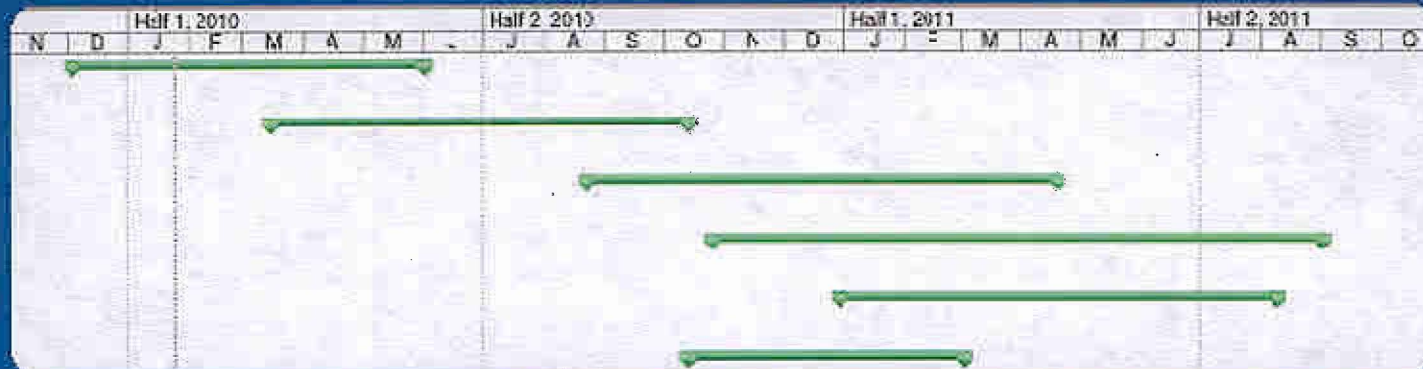
- Redeploy Todd Lane Facility
 - Portable processing equipment
 - Additional baler
 - Operational within approx. 90 days of contract signing
 - Reduced carbon footprint
- Equipment cost approximately \$1.7M
- Marketing
 - Existing domestic and world-wide relationships

Project Logistics



Overall Project Schedule

ID	Task Name	Duration	Start	Finish
1	City of Austin Selection Process	122 days	Fri 12/4/09	Tue 6/1/10
7				
8	Pre-Construction and Permitting	149 days	Mon 3/15/10	Wed 10/13/10
39				
40	Sitework Construction	167 days	Mon 8/23/10	Tue 4/19/11
61				
62	New Building Construction	216 days	Tue 10/26/10	Thu 9/1/11
101				
102	Material Recovery Facility Equipment	155 days	Thu 12/30/10	Tue 8/9/11
106				
107	Main Office Remodel	96 days	Thu 10/14/10	Wed 3/2/11



Financial Commitments

- Commitment for tax-exempt bond financing
- Performance bond commitment
- Financial Transparency
 - Audit protocol
 - Provide purchase orders

BALCONES RESOURCES



WAREHOUSE WEST ELEVATION

Employee Health & Safety

- Employee health consideration during design
- Living wage & health insurance
- 35 'green jobs' created within first year
- Nationally recognized safety program



Community Values

"Shorty's Story"

East 11th Street Revitalization

- **East 11th Street Corridor -Then**
 - 40 Years of Disinvestment and Neglect
 - Dilapidated/Condemned Structures
 - Greatest Poverty
 - Highest Unemployment
 - Highest Crime Rates
- **Balcones Recycling- The Urban Reinvestment Pioneer**
 - Shorty's Bar (1101 E. 11th Street)
- **Catalyst for Revitalization of East 11th Street Corridor**
 - Re-Vitalized and Growing
 - Infrastructure Improvements
 - Better Transit Access
 - Variety of Restaurants, Offices and Other Retail

Community Values

MBE/WBE Participation

- **M/WBE Balcones Team Members**
 - Cloteal Davis Haynes (M/WBE Outreach Coordinator)
 - Adrian Neely-Triad Building Maintenance (LEED Coordination; Construction Materials Recycling)
- **Work closely with SMBR**
 - Identify additional bid opportunities for facility construction
 - Host Project Information/Networking Session
 - Meet the Balcones Team
 - Identify Bid Opportunities
 - M/WBE Firms Share Information about their Interests and Capabilities
- **Coordinate With Local Minority Contracting Associations**
 - Austin Black Contractors
 - Hispanic Contractors de Austin
 - Asian Trades Association
 - Women in Construction

Why Balcones Resources?

- ☒ Community Values
- ☒ Zero-waste Vision
- ☒ Experience
- ☒ Schedule
- ☒ Viable Transition Plan
- ☒ Financial Commitment
- ☒ We want to be your partner



Get Onboard the Balcones Recycling Train!



