



Solano County Fair Association
License Agreement for Interim Event
Agreement # 2018-012 v1.0 Attachment A.1



A Proposal to Solano County Fair Association

for

Site Rental to Demonstrate Innovative Organic Soil Solutions

by



Organic Soil Solutions for Farmers



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Item 18
from John
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Background

Solano County represents one of California's most economically diverse agricultural industries, which helps insulate it from economic shocks and, unlike many other counties, Solano County's economic diversity score has not declined over time. With core crops such as almonds, walnuts, tomatoes and the ever increase growth of the wine industry there's over 400,000 acres currently under cultivation. Considering that the local industry has for more than 160 years of agricultural history its impressive to see the gross agricultural output had now reached over \$347 million in 2016 adding to the fact that every dollar increase in agricultural production in the county delivers a 49 cent multiplier to the economy. However, while majority of Solano's diverse crop output leaves the county to markets both nationally and internationally it does not enjoy either the national or international recognition of its wine producing neighboring counties of Napa and Sonoma.

While the agricultural industry generally has, for more than five decades, sought the safety and protection of chemical fertilizers and pesticides to protect crops and enhance harvests, the long-term effect of these practices has been a decline of the essential indigenous soil microbes. The microfauna in the soil, when interacting, deliver the nutrients that allow plants to grow. The reduction in their numbers and diversity has led to poorer crop yields, less nutritious food and a reduction of plant resistance to the wide variety of these pathogens. A local example is the increase in Powdery Mildew fungus in Sonoma and Red Blotch Virus in Napa. These pathogens have always existed in the soil, but have become challenges to the local wine industry as the immune system of the vines has waned along with the natural health of the soil ecosystem.

This is compounded by a lack of ongoing local scientific discovery and education at all levels surrounding the understanding and importance of soil microfauna (bacteria, fungi, amoeba, beneficial nematodes and microarthropods) in the food chain, which are a critical component to meet the dramatic increase in demand for locally grown organic crops. These forces when combined with the farming industry's challenge to educate, attract and retain its workforce are all vital components in the maintenance of a healthy growing organic agricultural industry in Solano.

SymSoil Inc., is the first company specifically formed to address the development of innovative, scientifically proven and patented methods and processes for organic soil manufacturing. This is accomplished by using the current consumer demand for organic food, by providing tools for farmers to change from their current toxic, agrichemical-driven methods, to one based on restoration of regionally indigenous soils microbes, creating sustainable soil fertility. These



discoveries and practices are backed by over 30 years of study and hundreds of peer reviewed articles about soil microbes. Essentially, we buy multiple grades of commercially available compost, and blend them with soil microbes, adjusting the environment to cultivate the desired ecosystem. This results in a conservative 15% increase in crop yield and quality. Currently we are seeking the support of those counties who are interested in expanding organic farming practices and a desire to help SymSoil to demonstrate the power of these new practices and products for more healthy products and sustainable industry growth.

Objectives

SymSoil is seeking the approval of the Solano County Fair Association to establish a temporary facility on the site of the Solano County Fairgrounds for the purpose of demonstrating the viability and significance of Solano County having a permanent Organic Soil Science Center

Mission

The Solano Organic Soil Science Center, sponsored by SymSoil Inc., will become an internationally recognized leader and educational center for advanced organic soil studies. The center specifically fosters the study of the organic soil sciences (*Soil Food Web**), soil blending and amendment techniques, organic farming practices, facility development including the testing of operational components, manufacturing methods, processes and measurement of crop yield and quality enhancement for ***all crops for all agricultural regions***.

Proposal

During the course of discussions with both the Solano County Fair Grounds management team and the County of Solano Sr. Analyst and Planning Department we believe our mission and request represents an ideal solution to address several of both Solano County Fair Grounds and that of Solano County's future economic needs namely:

- Revenue to the Fair Grounds from both ground and office space lease
- SymSoil as a core, ongoing Ag-Day Sponsor
- Exhibitor and sponsor at ongoing Fair Ground events
- Establishment Solano as the first center for the study of Organic Soil Science
- An educational resource and training center teaching Organic Soil Sciences for all levels
- Sales tax revenue for the city of Fairfield
- Healthy employment for local workers
- Minimal site improvement requirements
- A non-invasive use with no water run off nor odors
- Zero disruption to existing Fair Grounds year-round operations and events
- Help build a differentiated and leadership position in the organic agricultural industry



Project Outline

Phase 1. Site Development – Based on a simple site plan utilizing any basic, raw flat land within the Fair Grounds area we would install a completely sealed 100' X 400" X 15' temporary, white industrial tent secured to the ground, connected with metered electricity and water supply for light and heating of the facility, installation of measurement devices to monitor and control consistent temperature, humidity and odor levels, mark out a small area for parking and space for a self contained washrooms and worker rest area at or near to facility location. Initially, we will also need a small office space (approx. 800+ sq. ft.) to house our scientific team laboratory to monitor soil progress in addition to future consideration for office expansion to establish our corporate headquarters on site in one of the nearby buildings.

Phase 2. Begin Manufacturing – Load in initial certified organic soil arranged in rows within the facility, begin the blending process by introducing microbe inoculant cultures to the compost rows, turn the soil rows every few days, extract samples from various locations within each row to measure and determine microbial growth progress and quality, report findings to Dr. E. Ingham PhD., Science advisor.

Phase 3. Product Delivery – Once product has reached its target growth, it will be packed into labeled hessian bags, placed on wooden delivery palates and stored for customer pick up. We would then begin the manufacturing process again per Phase 2.

Timing

	Days
Phase 1 – Site Development	10 – 14
Phase 2 – Manufacturing 1 st Order	35 – 45
Phase 3 – Begin next round of production immediately after Delivery of 1 st order	

Site Requirements

- Access to electricity and water supply at or nearby the facility
- Vehicle access for installation of tent & worker washroom & rest area container
- Parking area at or nearby the facility for about 3-5 cars
- Access to the site by workers Monday to Friday from 8am to 5pm
- Initially 800+ sq. ft. of office space near the facility
- Recognition as your exclusive Organic Soil Center Educational Sponsor



Costs

Amount

- Raw Land Rental \$3,333 per month for first 180days
- Ag Day Sponsorship \$5,000 annually
- Office Space Rental \$1.25 per sq. ft. per month (800+ sq. ft.)
- Potential reduction/increase in manufacturing facility site area after 6 months with a prorated reduction/increase in rent based on agreed site rental
- Potential increase in office space for ongoing site occupancy at a prorated rent

Lease Terms

- Facility site rental in 90day renewable increments for period of 24 months
- Begin developing the manufacturing facility site on February 1st, 2018
- Payment of both the first months rent and sponsorship funds upon agreement signing
- Office space lease at \$1.25psf for a 3year period with option to renew every 3 years
- Option to reduce/increase manufacturing facility site footprint after first 6 months
- Option to expand office footprint as needed and as available
- Provision of room/s as available for 1-2 days as needed training and education
- Option to be recognized as the founding/ongoing Sponsor of Solano Soil Science Center for as long as SymSoil occupies the facility/office even if manufacturing is relocated

Summary

- The Fair Grounds County have the opportunity to enhance their reputation, image and brand recognition worldwide by supporting a differentiated market position from other regions as the first Center for the study and education of the Organic Soil Sciences
- Solano Organic Soil Science Center will be at the forefront of agricultural innovation and discovery in the study and development of organic soil practices leading to an increase in crop yields and quality locally, nationally and internationally
- Solano Organic Soil Science Center will attract related technology innovators and industries to the region to rally around the significance of advanced organic soil development and production for all crops in all regions
- Solano Organic Soil Science Center will be recognized for its commitment to the training and educational of future farmers and those in related industries
- As a registered B-Corporation SymSoil's company mission is consistent with that of Solano Fair Grounds as evidenced by our commitment and sponsorship to this industry

THANK YOU FOR YOUR CONSIDERATION