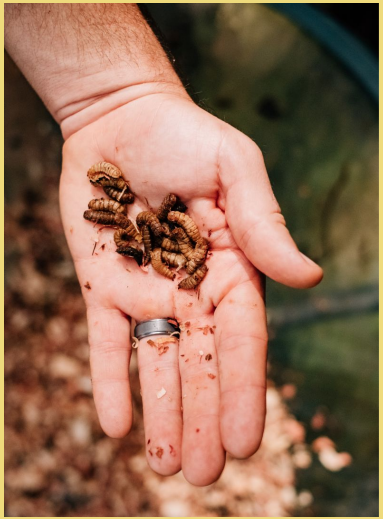
SUNCOAST COMPOST

Kali Rabaut, Founder

USCC Emerging Composter Pitch Competition

Rebranding Maggots



Black Soldier Fly

- Native to Florida
- Not a Disease Vector
- Natural Fly Repellant
- Unique Life Cycle
- Able to Reduce Organic Waste Quickly
- Digestive System Destroys Bacteria
- Tolerant to Food Availability
- Very Efficient Food Conversion Ratio

Mates
Lays
Egg Incubates
Emerges
Pupae
Larvae eats
and excretes
3
3
3
18
15
BSF
LIFE CYCLE
45 - Days

Black Soldier Fly Bin 2.0

Potential Market

Fish farms	5 farms within 10 sq. miles
Backyard chicken owners	13 million Americans
Pet stores	11 shops within 10 sq. miles
Pet Reptile owners	2 million Americans

The Investment

Bin Construction (materials and labor)	$1,500
BSF Breeding Program Materials	$2,000
Video & Produce Online Course	$1,000
Marketing & Promotion	$500

Projected Revenue

Direct Mail BSF to animal owners online store	$10/200 maggots	$1,000/month $12,000/year
Passive income from instructional video and materials	$30/download	$5,000/year

FEED A MAGGOT