



Appendix B
Market Demand Survey

**City of Willows
Market Interest/Demand for Biomass Facility
Survey to Prospective Users**

Ask All

Name	
Company	
Title	
City Where Company Is Located	

Ask All

Do you produce any kind of unused biomass?	
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If answer none, move to Blue. If any, answer all purple, then move to Yellow

What types of biomass do you produce?	
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If Yes: How much volume, in tons, are you currently producing?	
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If Yes: How often are you producing biomass that needs to be disposed of? Monthly? Every six months? Annually?	
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If Yes: Do you currently have a use for the biomass you produce?	
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If yes: What uses do you have for the biomass?	
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If yes: Do you have a use for the biomass off site?	
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If yes: Do you have to deliver the biomass to another yourself?	
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If yes: How far are you currently traveling to deliver the biomass?	
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If yes, but not delivering on own: Are you charged for the pickup and transportation?	
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If yes: What is your current basis for payment (weight, containers, etc.)?	
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If yes, but not delivering on own: Is pickup and transportation provided?	
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If Yes: Do you project needing additional uses or an outlet for biomass in the next 3 to 5 years?	
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If yes: What would be the approximate volumes you produce that would need an alternative use or outlet than you currently have?	
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If Yes: Are there any additional uses you would like for your biomass that you are not currently taking advantage of?	
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If none: How likely would it be in the next three to five years that you would be producing biomass?	
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If likely at all: What types of biomass would you most likely produce?	
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If likely at all: How often would you predict a need for a use or outlet for biomass?	
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If likely at all: How much of biomass do you expect to produce (by weight)?	
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If likely at all: What would you expect to pay for disposal of the biomass?	
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If likely at all: What would be the factors to impact what you would do with your biomass (i.e. costs; internal use; benefits?)	
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Ask for both Purple and Blue

Are there any special considerations to your business that an outlet for your biomass need to accommodate?	
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If you currently have an outlet for your biomass, and a new company could match the price of your current provider, what other factors would impact your willingness to move your business?	
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Does disposing of biomass negatively affect your ability to grow your business?	
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What is the maximum contract length you would consider for a company that would take your biomass?	
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Do you have any anecdotal experiences with a lack of outlets or uses for biomass that you would be willing to share?	
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