



LARGE SCALE HAULING & COLLECTION: CHALLENGES



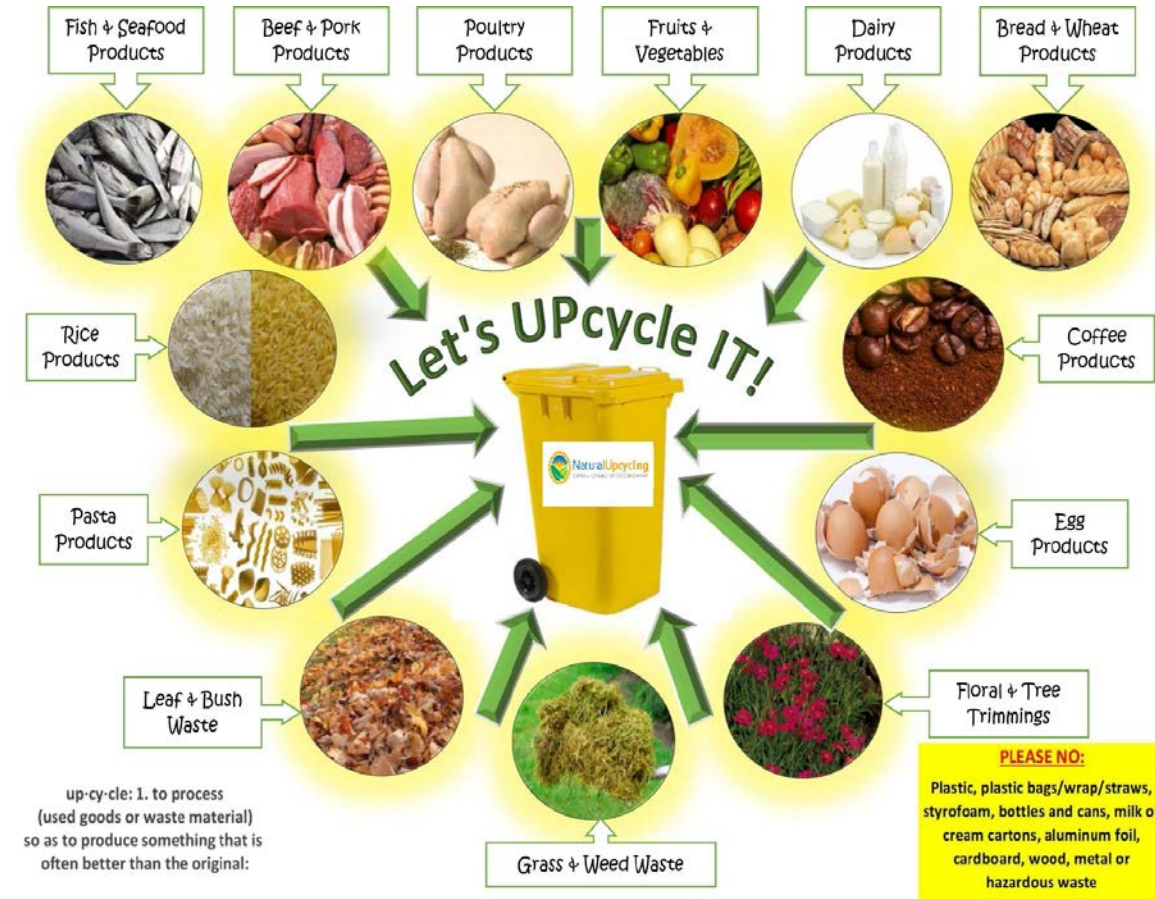
NaturalUpcycling

CREATING A SUSTAINABLE FUTURE FOR OUR COMMUNITY

Food waste is a big problem

From the 2016 ReFED report:

- 40% of food is wasted globally
- Food waste is the **2nd largest** contributor to landfills behind paper, and the largest source of **methane emissions** in landfills
- In the US, **~20 lbs/person** is **wasted** each month
- Consumer-facing businesses and homes represent 80% of all food waste generated, but only 10% of that waste is currently recycled



Food waste isn't created equal!

- We create a **customized** food waste collection program **tailored** to customer needs
- Source-separated organics collection
 - Collecting in Rochester, Buffalo, Syracuse, Ithaca / Tompkins County and all points in between
- Food waste depackaging services
 - **Recycling** and/or **upcycling** of packaging & pallets to achieve a zero waste solution in many cases
- Bulk liquid tanker loads (food manufacturing)



“Food Waste First” philosophy

We are truly changing the way people think about **landfill diversion**

- Food waste and other organics sent to:
 1. Anaerobic digesters to generate electricity
 2. Compost facilities to become a nutrient-rich soil amendment
- **Composters** can better handle more fiber-based organics, our **digesters** can more easily handle liquids and juicy organics



Our challenges

- Contamination (SSO)
 - Training (and re-training!) customer employees
- Competitive **landfill** costs in the absence of diversion **regulation**
 - Particularly for smaller generators
- Glass container depackaging
- Route density
 - Sometimes we have to say NO



What we do well

- Align with companies that are leaders in **sustainability**
- Share the message of keeping food waste out of landfills
- Reduce methane gas emissions & create renewable energy
- **Communicate** with our partners and customers
- **Stewardship** of agricultural resources
- Core value of doing the **right thing**





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