



FOODCYCLERTM MUNICIPAL SOLUTIONS



ABOUT US

- Canadian company based out of Ottawa, ON
- Founded in Cornwall in 2011 – Company is 100% focused on Food Waste Diversion Solutions
- Products available in North America through FoodCycler Municipal / Vitamix and internationally through network of distributors & OEM partners
- Semi-finalists in Impact Canada's *Food Waste Reduction Challenge*
- Selected as one of the 2021 Deloitte Fast 50 CleanTech award winners
- # 81 on Globe & Mail's Canada's Top Growing Companies for 2021



TRUSTED CANADIAN SOLUTION

FROM COAST TO COAST TO COAST



Thirty-Three Canadian Municipal Partners
... and counting!

THE PROBLEM – FOOD WASTE

- **63%** of food waste is avoidable
- Household waste is composed of **25-50%** organic waste
- Food waste weight is up to **90%** liquid mass (which is heavy)
- The average Canadian household spends **\$1,766** on food that is wasted each year
- Each year food waste in Canada is responsible for **56.6 Million tonnes of CO2** equivalent of GHG



MUNICIPAL IMPACT

WASTE MANAGEMENT IS A MUNICIPAL RESPONSIBILITY

LANDFILL + WASTE COSTS

- ~**25-50%** of household waste is organic waste
- Landfills are filling up fast, creating cost and environmental issues
- Hauling and disposal services are a major cost factor and environmental contributor

ENVIRONMENT

- Landfilled organic waste produces methane, which is **25 times** more harmful than CO₂
- 1 tonne of food waste is equivalent to 1 car on the road for one year



COMMUNITY

Food in the garbage:

- More frequent collection or trips to the disposal site
- Unpleasant odours
- Animals, pests & other visitors



Removing food waste from garbage:

- Volume is reduced by up to 50%
- Less frequent collection, fewer trips to disposal site, save on bag tags
- Keeps odours out, makes garbage much less “interesting” for animals

HAVEN'T WE SOLVED THIS ALREADY?



GREEN BINS

- Preferred solution for **larger cities** where **dense housing** and large processing facilities generate **economies of scale**
- **Contamination** is an ongoing challenge
- GHG emissions from curbside collection
- **Safety** concerns from additional trucks on the road



BACKYARD COMPOST

- **Cost-effective** but can be **labor-intensive** also
- May attract pests/animals or create unpleasant **odors**
- Most users **do not compost in winter** or inclement weather
- **Adoption rates are relatively low and stagnant**



LANDFILL

- **Easiest solution** and often perceived as the most cost-effective in the short term
- Waste is typically **out of sight and out of mind** for consumers
- High levels of GHG emissions, particularly **methane**
- Long-term **environmental hazard** requires monitoring / maintenance

THE SOLUTION

IN THREE SIMPLE STEPS



1. Add waste to bucket

2. Add bucket to unit

3. Press Start. That's it!



Vegetable &
Fruit Scraps



Dairy Products



Starches



Tea bags & Coffee
grinds



Fish & Poultry
Bones



Egg shells

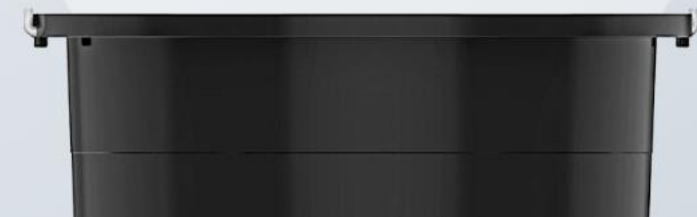


Nut shells, nuts
& seeds



Meat, poultry
& fish

The resulting by-product can be used in many applications.



90% FOOD WASTE REDUCTION

1 KG (2.5L) of wet,
smelly food waste



4-8 HOURS + 0.8 kWh
<10 cents / cycle

100 G of dry, sterile &
odorless soil amendment



IMPACT

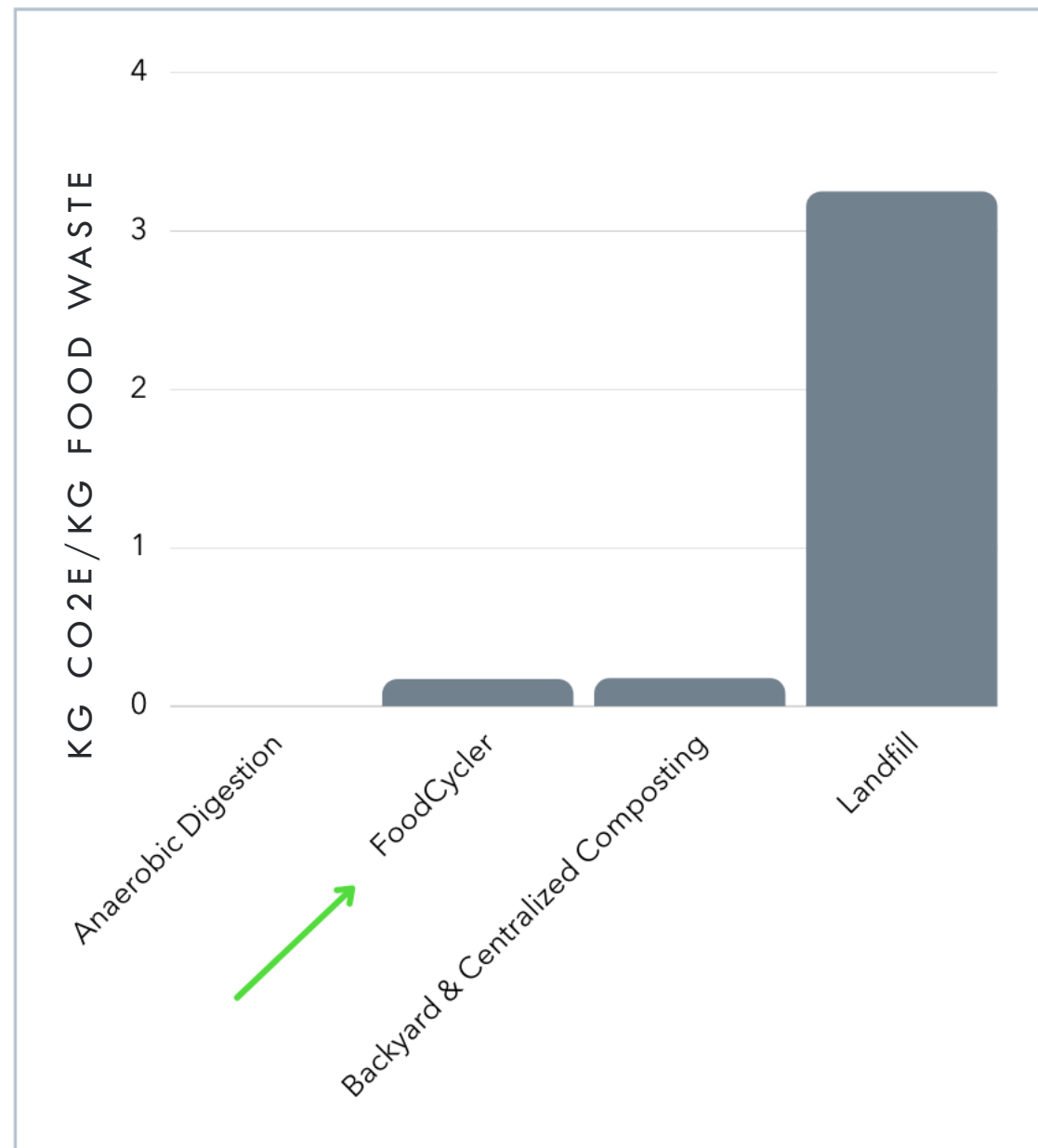
ENVIRONMENT

FOODCYCLER IS COMPARABLE TO:

- Central composting (with no transportation emissions)
- Backyard composting (if done correctly)
- **FoodCycler offers >95% reduction in CO₂E vs. sending food waste to landfill**

Source: Based on carbon intensity of power grid = 0.08 kg/kWh in Ontario

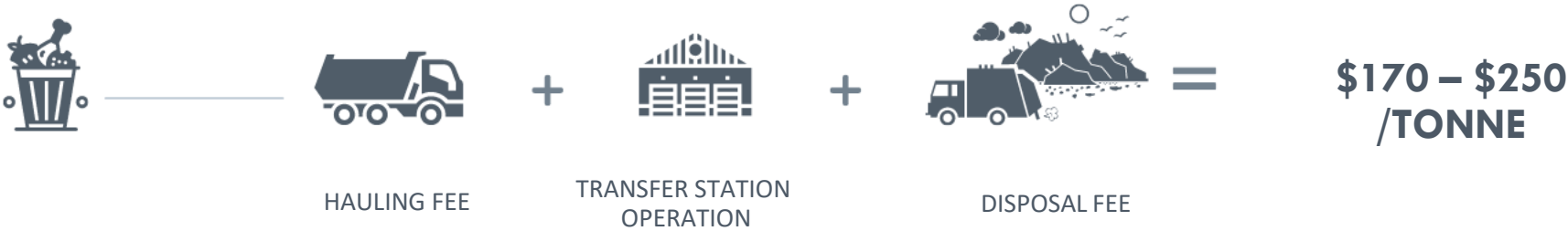
**Incorrect backyard composting can lead to methane gases and odours



IMPACT

ECONOMIC

EXAMPLE OF
IMPACT ON
WASTE
MANAGEMENT
OPERATING
COSTS



* FoodCycler is a locked-in price not subject to wage increases, fuel surcharges or fee hikes



IMPACT

REGULATORY + SOCIAL PRESSURE

THE TIME IS NOW

- Constituents want **solutions** to reduce their environmental impact
- Waste is perceived as a government problem and **regulations** are coming
- Food waste is “low-hanging fruit” to achieving higher **diversion** and addressing the environmental impact of waste



"I've received a number of positive messages from residents saying, "sign me up, where can I get mine." I'm 100 per cent in favor of it."

– Deputy Mayor Lyle Warden, (South Glengarry ON)

"We were extremely happy with this program and loved that it made us aware of our daily waste."

– Pilot participant in South Glengarry

"It's a great tool to reduce household waste. Appreciate that the municipality is being innovative and piloting different solutions."

– Pilot participant in Hornepayne

"It alleviates a lot of the concerns that people might have with backyard composting. The time commitment, the location, pests and animals and everything like that."

– Kylie Hissa, Strategic Initiatives Officer (Kenora, ON)

THE FOODCYCLER PILOTS



>1200 Households

14 Municipalities have completed their pilot projects with overwhelmingly positive results.

Net New Diversion

Each participating household is estimated to divert between 300-400 kg of food waste annually.



“WOULD YOU RECOMMEND FOODCYCLER?”

>90% Yes

<1% No.

The rest are undecided or need more time.

★★★★★ 4.6

Average overall user experience rating.

PILOT PROGRAM

12 WEEKS FROM START TO FINISH

PILOT TIMELINE

START

Residents purchase FoodCycler at a subsidized rate from Municipal Office (or other designated location)

12 WEEKS

Participants use the unit for a period of 12 weeks.

Number of cycles per week are tracked to estimate total diversion achieved.

END

Participants fill out an exit survey, providing their review of the program and any other feedback.

Survey results used to evaluate program success.

NEXT STEPS

Full program design and implementation.

Many grants available, including **FCM's Green Municipal Fund!**

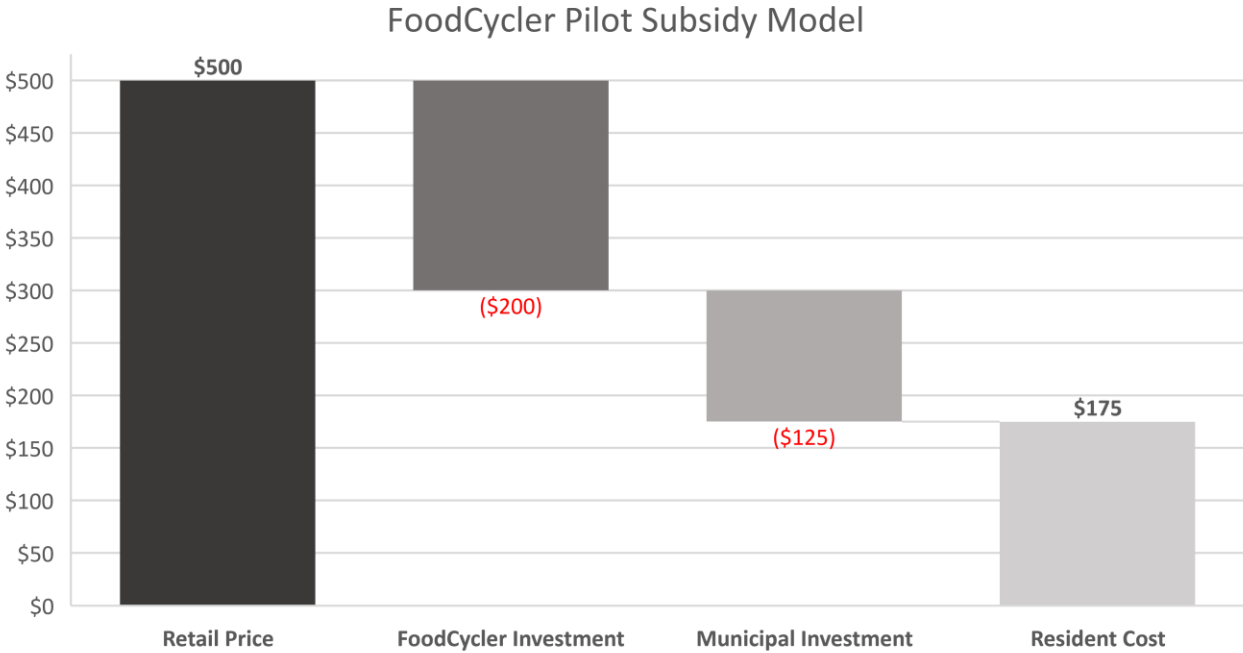


GREEN
MUNICIPAL
FUND

FONDS
MUNICIPAL
VERT

SUBSIDIZED PILOT PROGRAM

OPTION 1

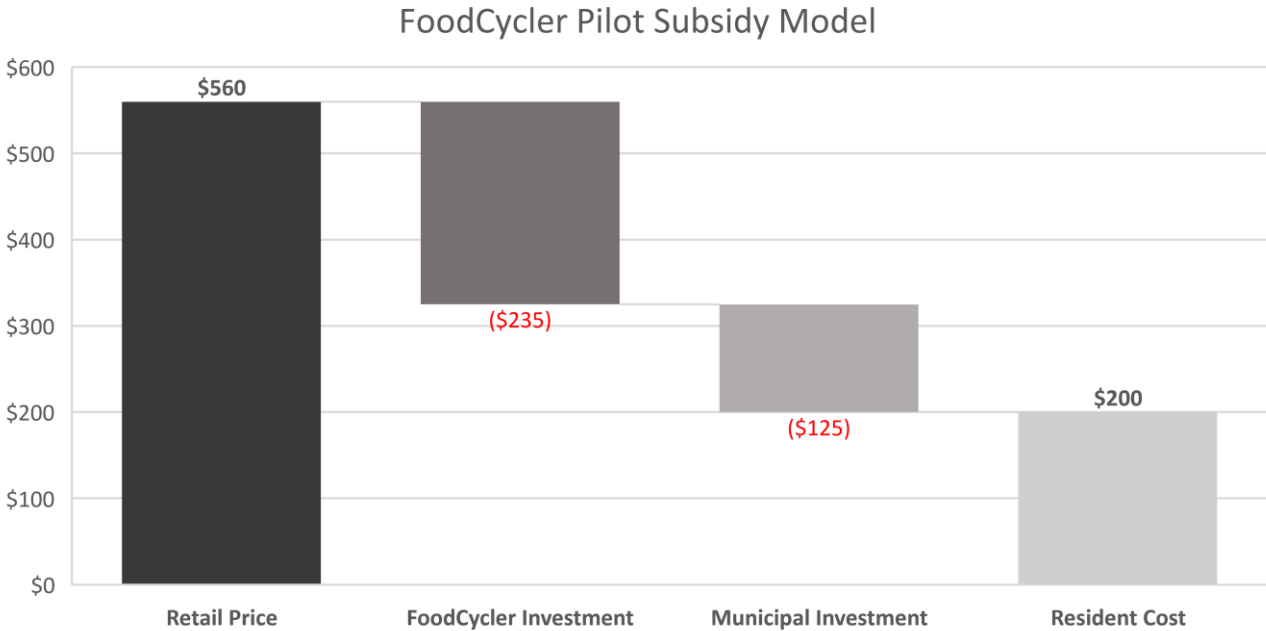


Municipality Population	Pilot Scope	Municipal Investment
<2500 residents	50 households	\$6,250
2500 – 10,000 residents	100 households	\$12,500
>10,000 residents	200 households	\$25,000

- Plus shipping costs and applicable taxes

SUBSIDIZED PILOT PROGRAM

OPTION 2 (BUNDLE)



Municipality Population	Pilot Scope	Municipal Investment
<2500 residents	50 households	\$6,250
2500 – 10,000 residents	100 households	\$12,500
>10,000 residents	200 households	\$25,000

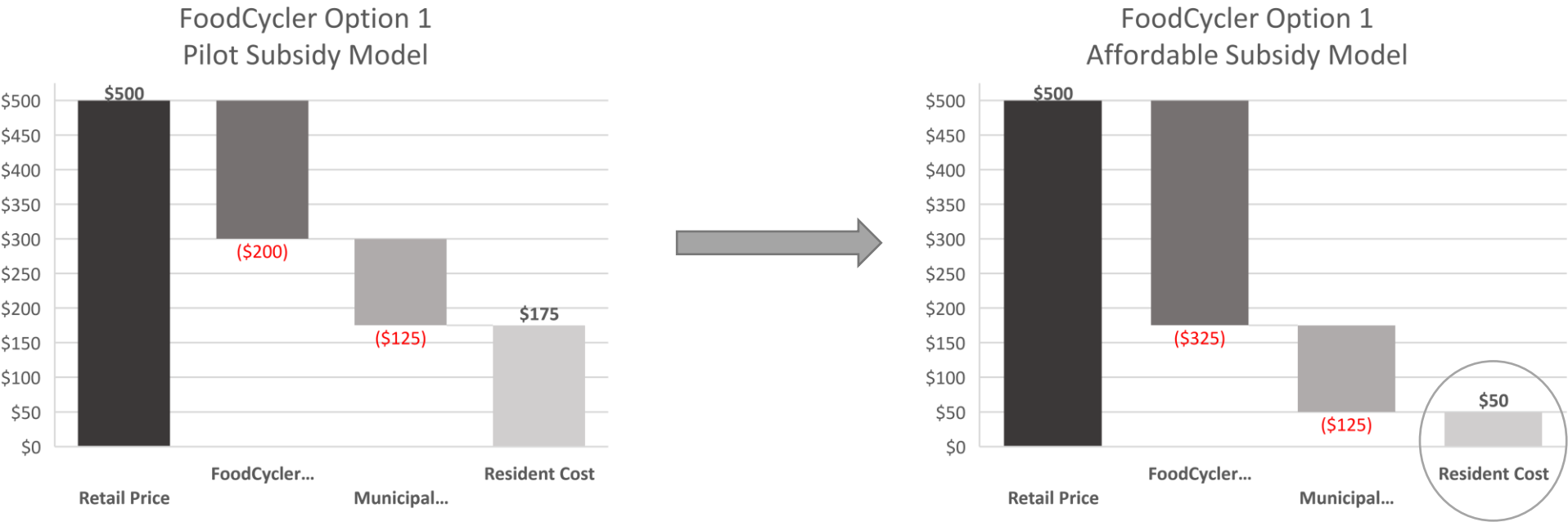
- Plus shipping costs and applicable taxes

OPTIONAL AFFORDABLE ADD-ON

GET 10% MORE UNITS

FoodCycler believes that food waste diversion solutions should be available to all Canadians, no matter where you live or whether you can afford it.

Municipalities now have the option to provide low-cost FoodCyclers to those who cannot access the program at full price.





THANK YOU!
ANY QUESTIONS?

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