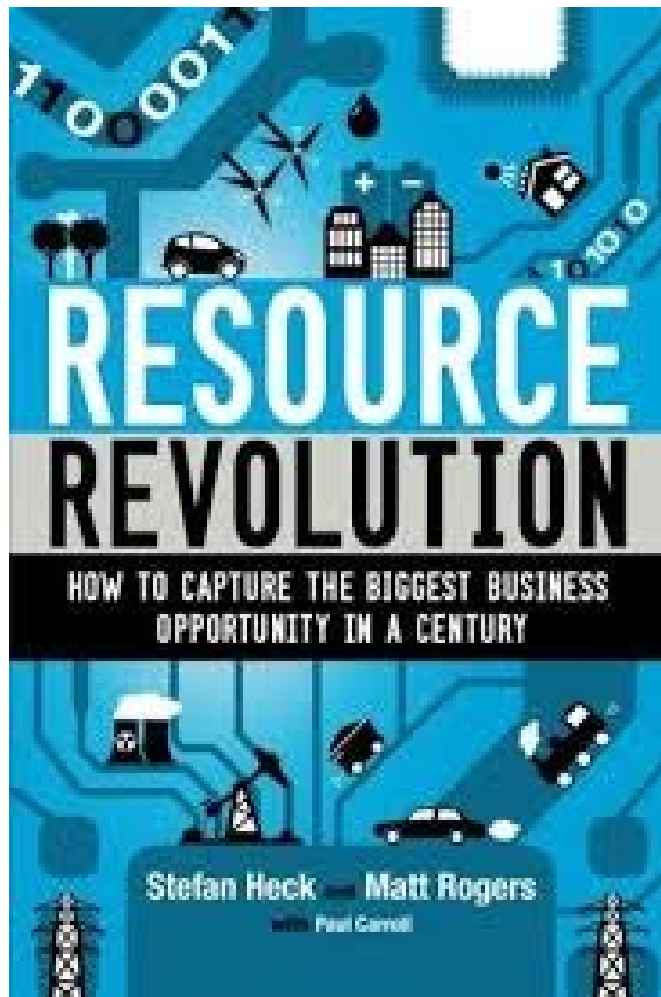


# Update on Composting and Compost Crew



September 2020  
MwCOG Recycling  
Committee





# RESOURCE REVOLUTION

HOW TO CAPTURE THE BIGGEST BUSINESS  
OPPORTUNITY IN A CENTURY

Stefan Heck — Matt Rogers

with Paul Carroll

# Business Updates



**COMPOST  
CREW**  
good to grow

# OUR TEAM



**Ben Parry**

CEO

Head of Operations, Terraform Global; launched Azure Power, pioneer in India's solar industry



**Kristie Blumer**

ORGANIC SOLUTIONS

Environmental consultant and remediation specialist; BS Environmental Science



**Cornell Sadler**

OPERATIONS

Started a recycling & waste removal business; held leadership positions in multiple waste mgmt companies



**Jacquie Anderson**

CUSTOMER SERVICE

Experienced customer service and sales manager with strong track record at USA Today



**Dan Israel**

MARKETING

Head of Government Marketing at Google; General Manager at Vlocity

# WHITE PAPER

[compostcrew.com/localgov](https://compostcrew.com/localgov)

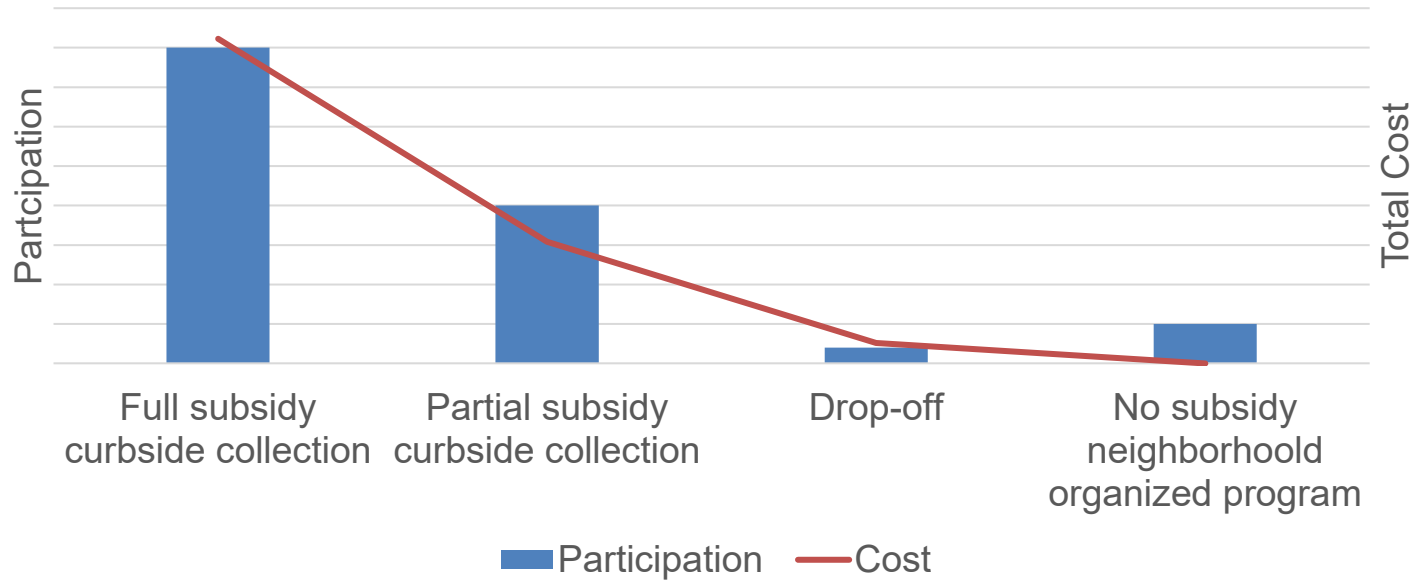


**The Municipal Guide to Residential  
Food Scrap Collection**

# MUNICIPAL PROGRAMS



## Participation Rates and Cost for Food Scrap Collection Programs



# KENWOOD HOUSE

## KENWOOD HOUSE

- 70-unit co-op building in Chevy Chase, MD
- Residents are passionate about the environment
- Ran a pilot program with eight residents to address any concerns
- Quickly moved to composting for all, with over 50% participation
- Diverting 800 pounds of food scraps each month from landfill






# GOODWIN HOUSE



- Operates homes for senior living in Northern Virginia
- Nearly 1,000 residents in Alexandria & Bailey's Crossroads locations
- Started composting in the kitchens
- "Green Team" helped spread the word
- Quickly expanded to residents' apartments
- Have sent 25+ tons of food scraps to be composted



**FOLLOWING NATURE'S LEAD: COMPOSTING**

Source: "The Compost Story" video by Kiss the Ground, an education and advocacy nonprofit

In nature, nothing is wasted. That includes all **organic matter**, anything that lives and grows. Thanks to trillions of microbes in and surrounding us, everything that breathes is in the end repurposed and contributes to the growth of new life.

But every year 60 billion pounds of mineral-rich food materials (organic matter) are tossed into landfills, to be sealed up forever. Imagine if, instead, we turned all that food waste into compost. And this would also help reverse climate change!

**WASTE IS A HUMAN INVENTION. We humans are the only creatures on earth who don't live a zero-waste existence.**

**THE BIRTH OF SOIL**—Over 500 million years ago, tiny organisms brought plants onto land. The microbes provided minerals and water in exchange for carbon sugars produced by the plants through photosynthesis. Over time, this resulted in a terrestrial explosion of life. More life meant more excretions and death, which meant more food and nutrients. Ecosystems developing in this way over time covered barren land with fertile soil. **This is the SOIL-FOOD-WEB.**

*Flyer made by the "Green Team"*

# MOM'S ORGANIC MARKET

- Grocery store on the forefront of sustainability
- Operates 19 stores in Mid-Atlantic
- Allows customers to compost food scraps in stores
- First piloted Compost Crew in two stores
- Rapidly expanded to 12 stores due to Compost Crew's high quality of service and shared commitment to the environment



# Current Events



**FOOD WASTE** IS A BIG PART OF  
THE U.S. TRASH PROBLEM...

...while the ability of soil to support plant growth and  
food production is in jeopardy

# BROKEN CYCLE



1 Billion pounds of conventional pesticides are used in the U.S. each year

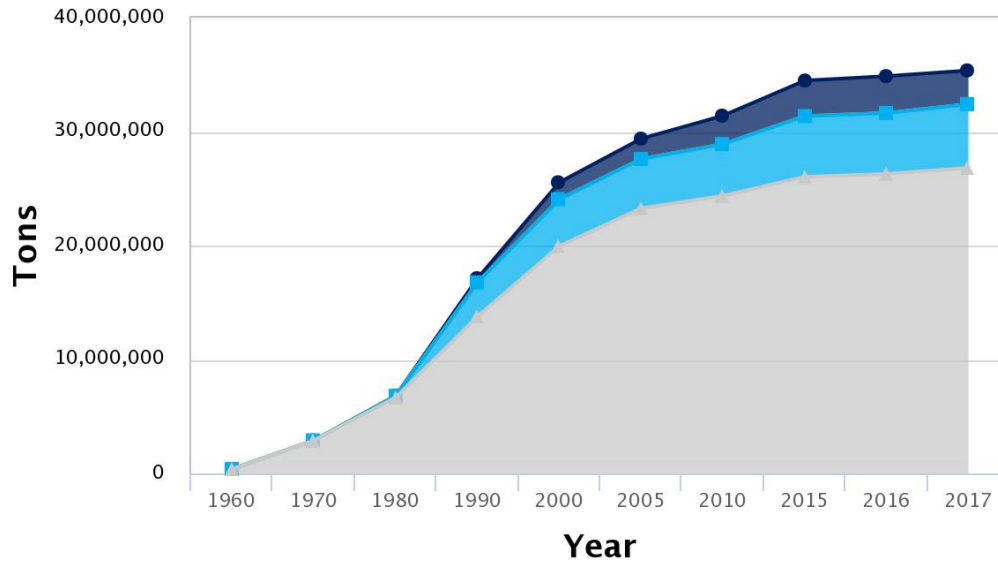
50+% of municipal garbage could be composted

40% of food is wasted globally across the supply chain, contributing 8% of total global greenhouse gas emissions

Huh?



## Plastics Waste Management: 1960-2017



*Click on legend items below to customize items displayed in the chart*

■ Recycled ■ Composted ■ Combustion with Energy Recovery ■ Landfilled

<https://www.epa.gov/facts-and-figures-about-materials-waste-and-recycling/plastics-material-specific-data>

# COMPOSTING SOLUTION

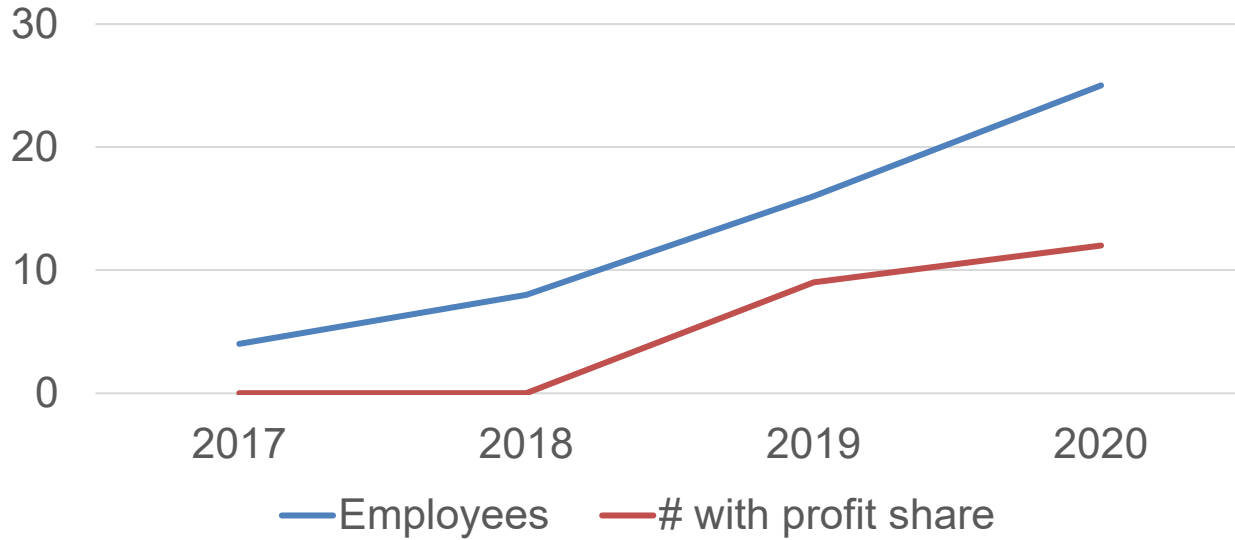
Compost Crew establishes food scrap recycling programs for communities, municipalities and businesses, with a focus on decentralized composting.

## Benefits

- **Environmental** - diversion of food waste from a landfill
- **Environmental** – produce black gold for farmers and landscapers
- **Economical** - create green jobs
- **Practical** - take the ick factor out of your trash



# EMPLOYMENT GROWTH

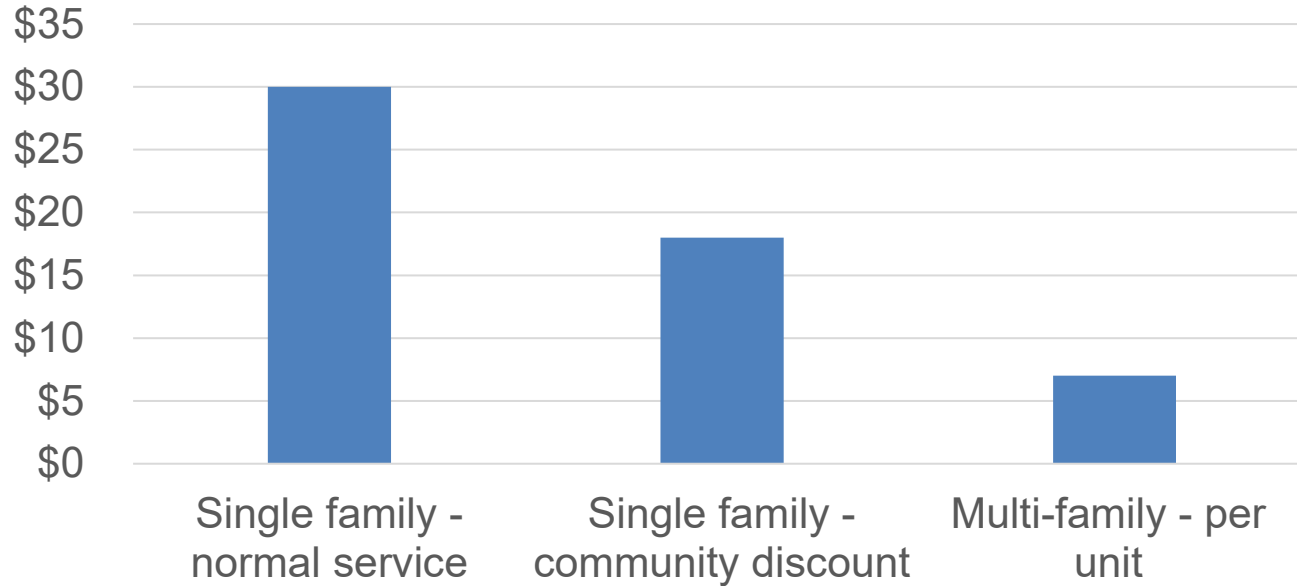




# AFFORDABILITY



## Price per month for residential service types





**COMPOST  
CREW**  
good to grow

THANK YOU!

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