

DC Area Organic Waste Removal

Broker / Consultant Perspective

October 1, 2105

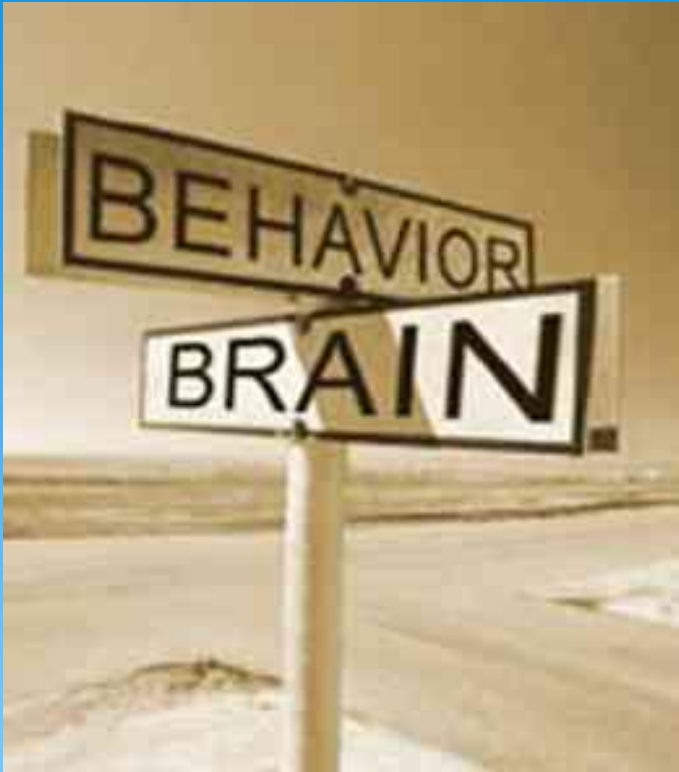
David Troust

V.P. of Business Development / Principal

Great Forest Inc.

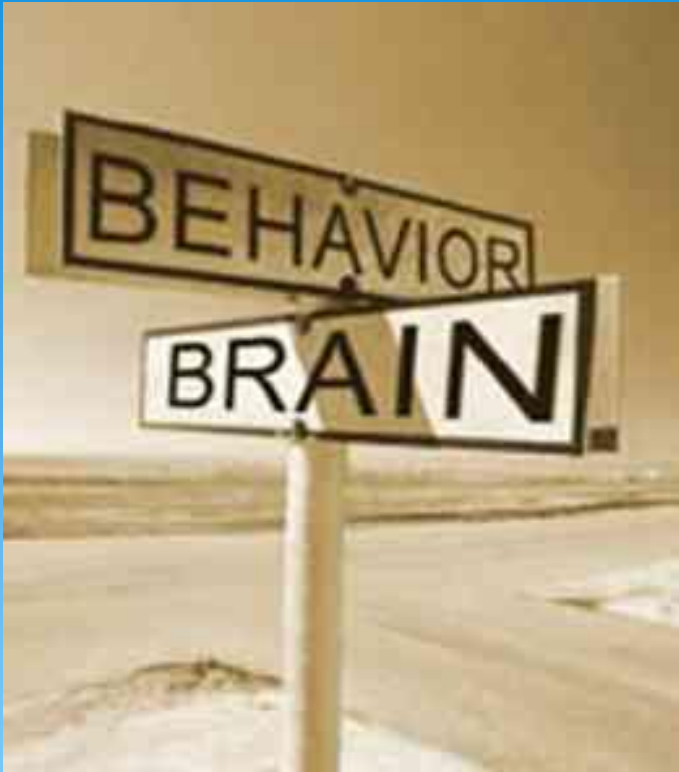
www.greatforest.com

Behavior Modification



Behavior Modification

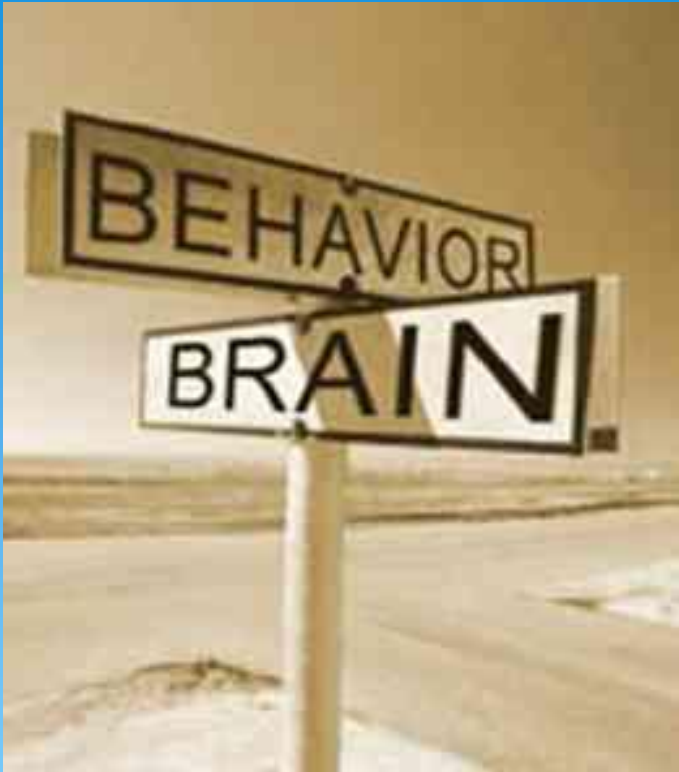
Modifying our approach to the industry



Behavior Modification

Modifying our approach to the industry

Resource Diversion (~~Waste Management~~)

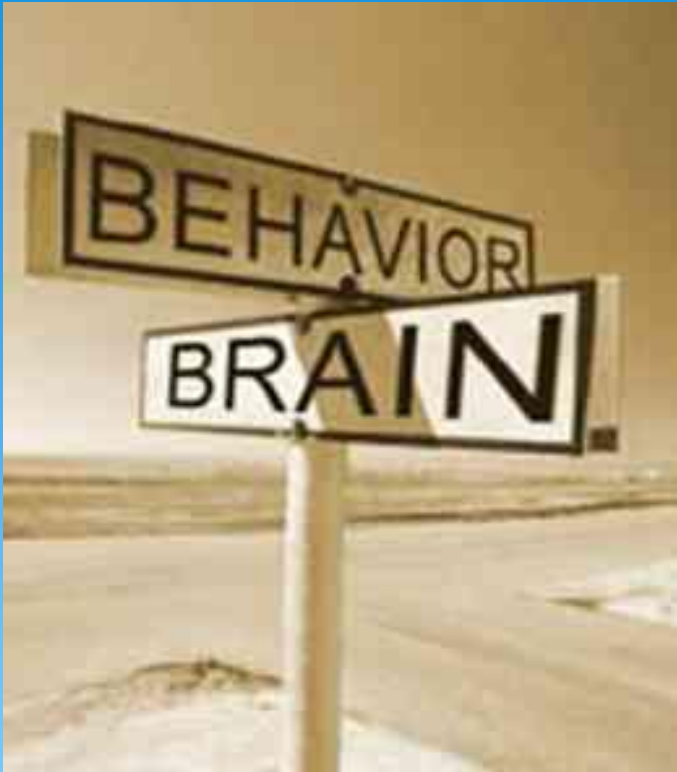


Behavior Modification

Modifying our approach to the industry

Resource Diversion (~~Waste Management~~)

Organic Waste (~~Compost~~)



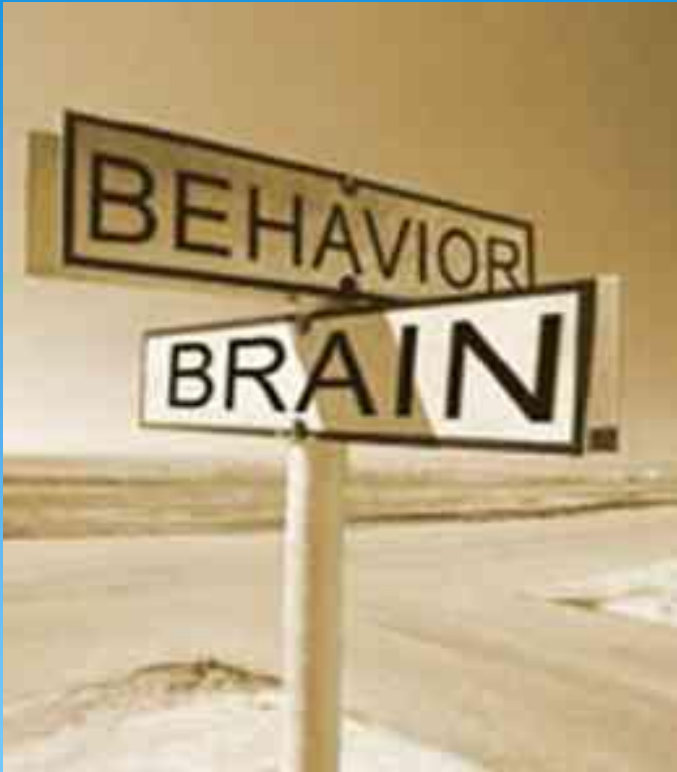
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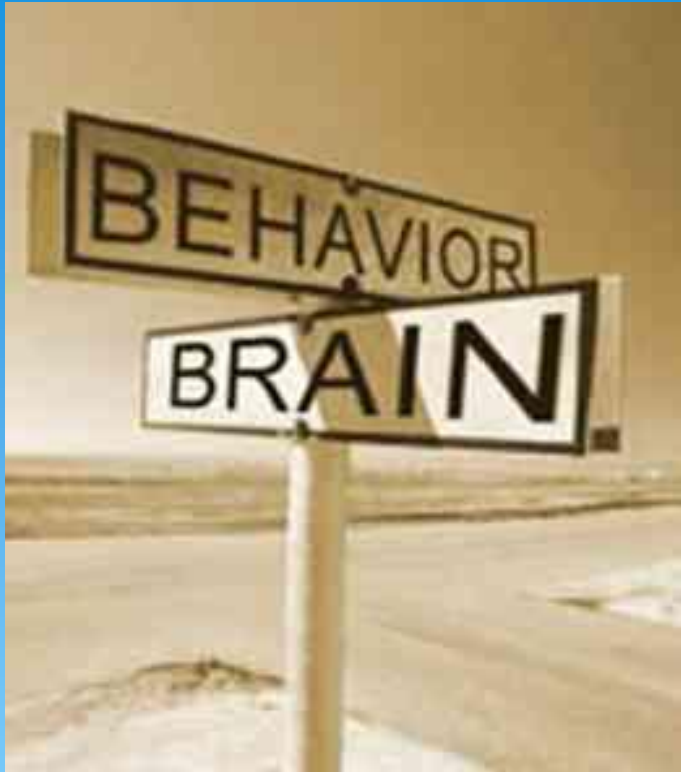
Modifying our approach to the industry

Resource Diversion (~~Waste Management~~)

Organic Waste (~~Compost~~)

Organics Diversion (~~Improving Recycling~~)





Behavior Modification

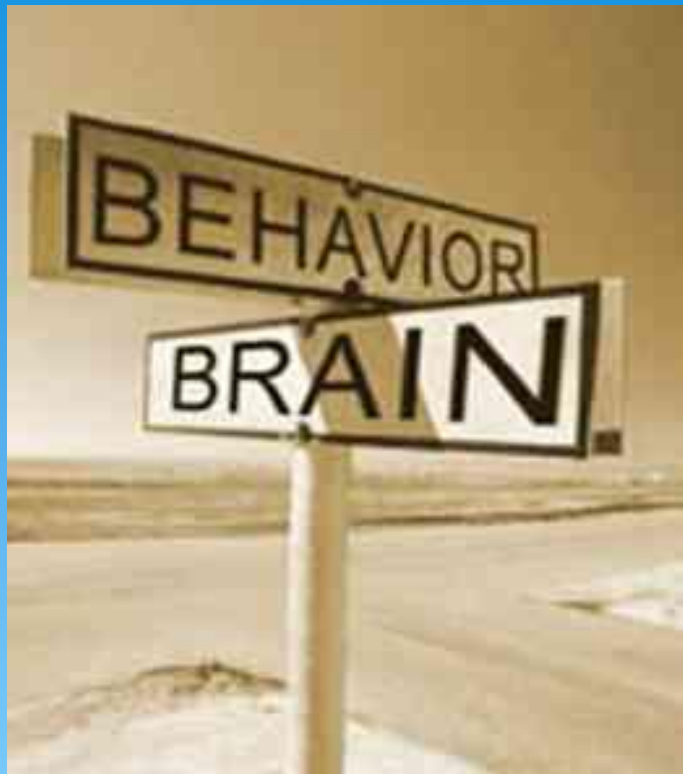
Modifying our approach to the industry

Resource Diversion (~~Waste Management~~)

Organic Waste (~~Compost~~)

Organics Diversion (~~Improving Recycling~~)

Program Investment (~~Cost Savings~~)



Behavior Modification

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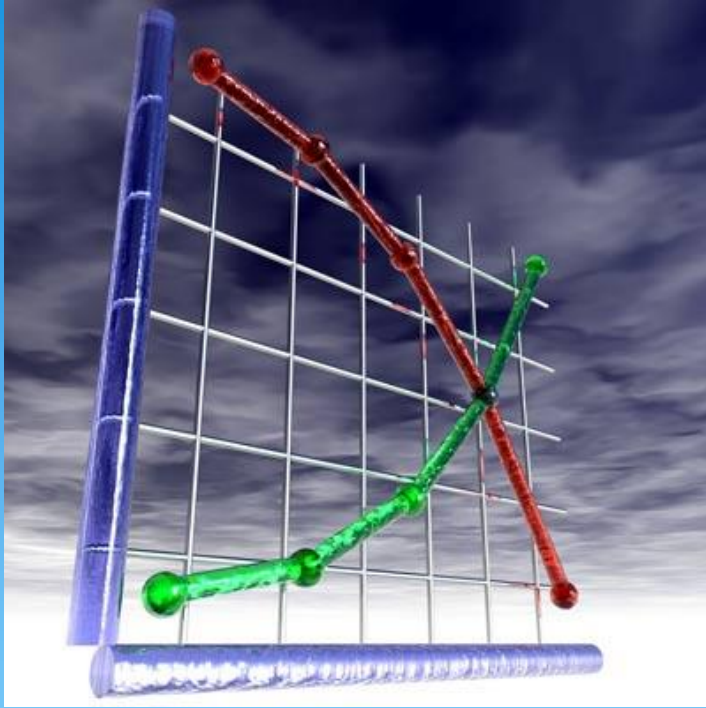
Organic Waste (~~Compost~~)

Organics Diversion (~~Improving Recycling~~)

Program Investment (~~Cost Savings~~)

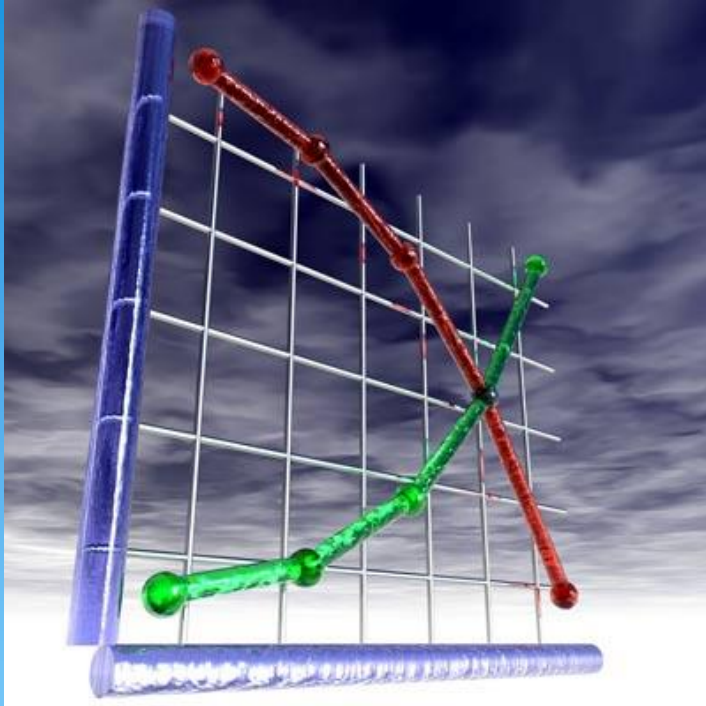
Metrics Verification (~~Hauler-Based Data~~)

It's Basic Economics!



It's Basic Economics!

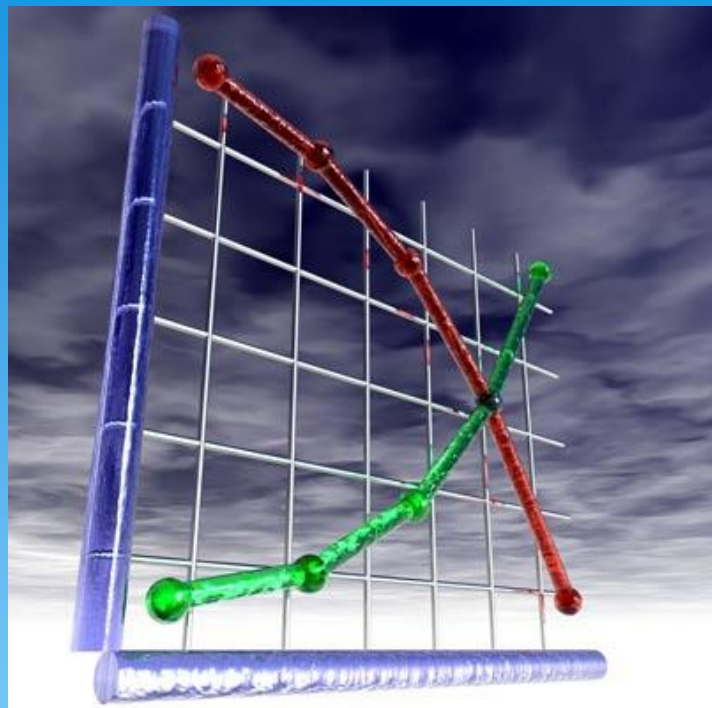
Our role? Educate, Research & Incentivize



It's Basic Economics!

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Drive Demand and Supply will respond

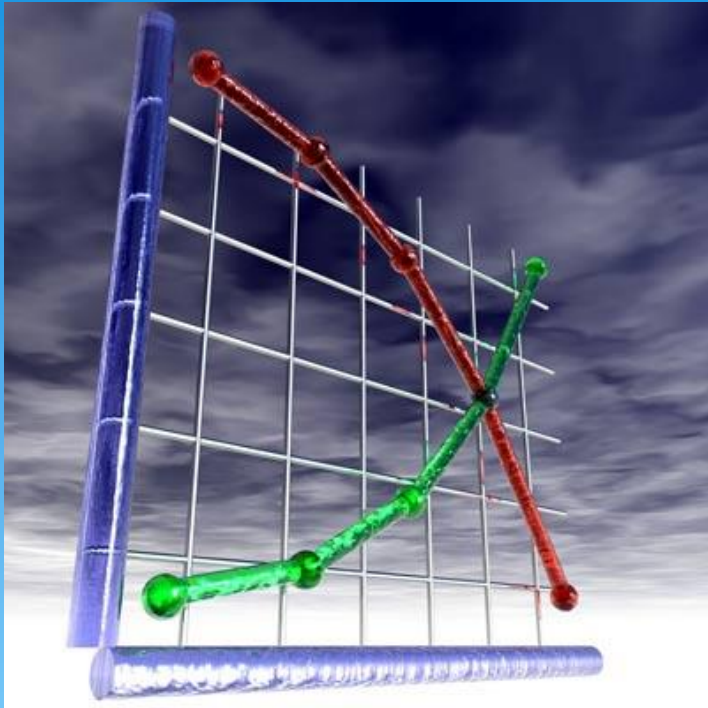


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Our role? Educate, Research & Incentivize

Drive Demand and Supply will respond

The JBG Companies: Organic Waste RFP



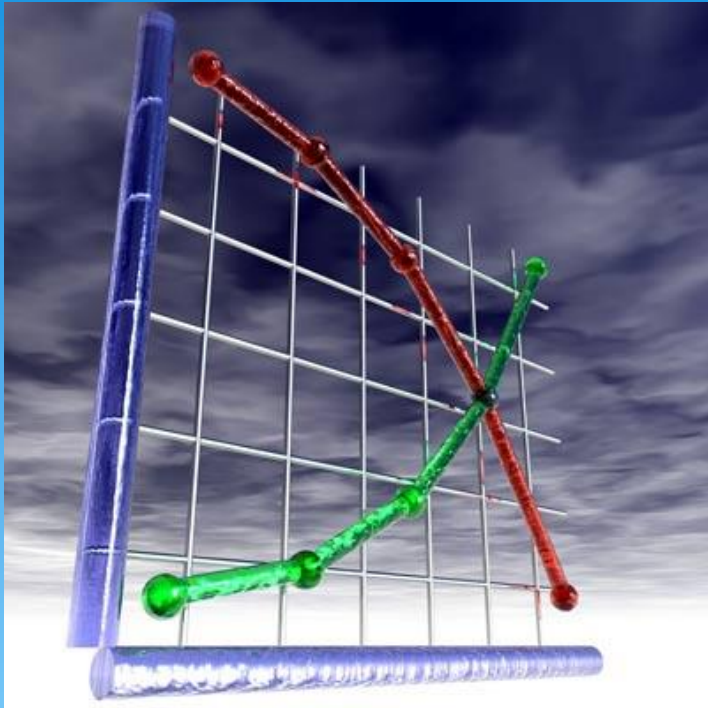
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Ongoing program initiative with all clients



It's Basic Economics!

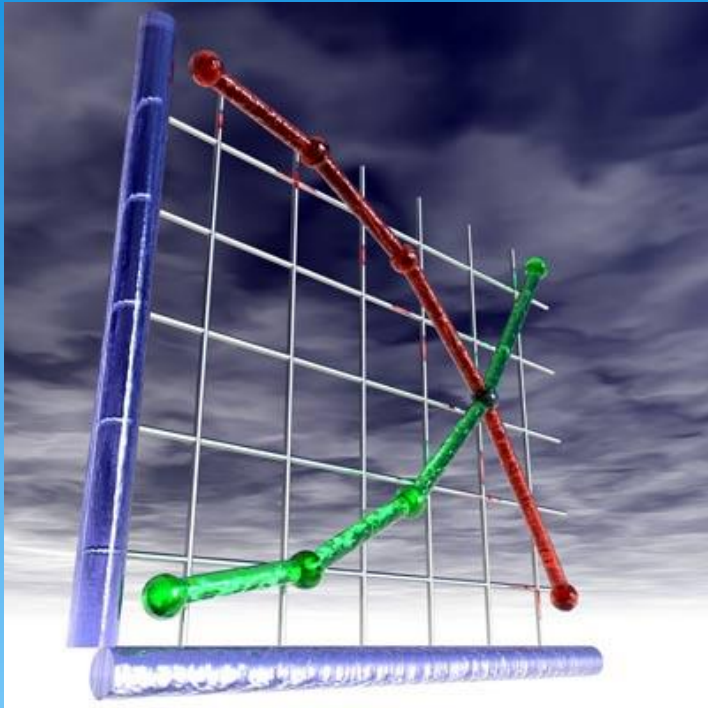
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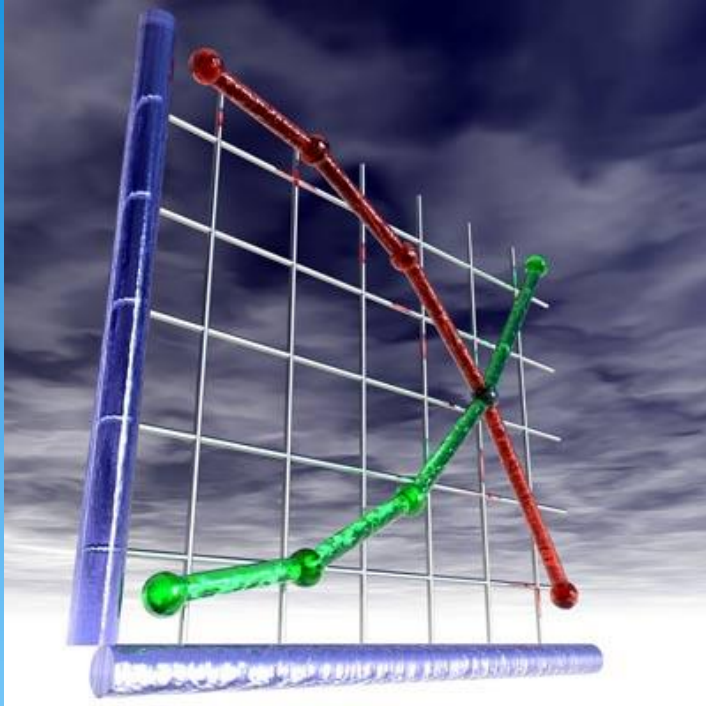
The JBG Companies: Organic Waste RFP

Ongoing program initiative with all clients

Key to reaching aggressive diversion goals



It's Basic Economics!



Our role? Educate, Research & Incentivize

Drive Demand and Supply will respond

The JBG Companies: Organic Waste RFP

Ongoing program initiative with all clients

Key to reaching aggressive diversion goals

Cost savings...we're not there just yet

Organic Waste Hauling



Organic Waste Hauling

Hauling improving; more facilities needed



Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab

Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab
- Compost Crew

Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab
- Compost Crew
- Fat Worm

Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab
- Compost Crew
- Fat Worm
- Bates Hauling

Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab
- Compost Crew
- Fat Worm
- Bates Hauling
- Growing Soul

Organic Waste Hauling



Hauling improving; more facilities needed

Recent RFP Bid List:

- Compost Cab
- Compost Crew
- Fat Worm
- Bates Hauling
- Growing Soul
- Envirelation

Organic Waste Hauling



Hauling improving; more facilities needed

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- Fat Worm
- Bates Hauling
- Growing Soul
- Envirelation
- Veteran's Compost

Organic Waste Hauling



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Industry-changing practices and business models

Organic Waste Hauling



Organic Waste Hauling

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Educate others about organic waste diversion



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Create the demand for large scale processing facilities



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Shift focus from recycling to organic waste diversion



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Educate others about organic waste diversion

Create the demand for large scale processing facilities

Shift focus from recycling to organic waste diversion

Start the discussion regarding organic waste regulations



Thank you!



HAPPY COMPOSTING!