



We Compost It Background

- Introduced collection services in 2013.
- Partnered with CPRC Group to develop a compost site in Portland.
- In 2015 composting operations were moved to a newly permitted site at MB Bark Mulch in Auburn.
- Added 2nd rear packer truck in 2015
- Began residential service in selected areas

What We Do

1. Collection Services

Reliable
Flexible
Cost Effective
Support

2. Produce and sell compost

High Quality – Certified for use in Organic Growing
Competitive Price
Demand / Production

Why Compost?

- Divert organic material from landfills or incinerators.
- Provides a nutrient rich compost to farmers, growers and home gardeners.
- Many of your employees and customers will appreciate your efforts.
- Can be cost effective.

Customers

- Restaurants
- Schools
- Businesses
- Hospitals
- Hotels
- Assisted Living Facilities
- Food Processors
- Transfer Stations

Service Area

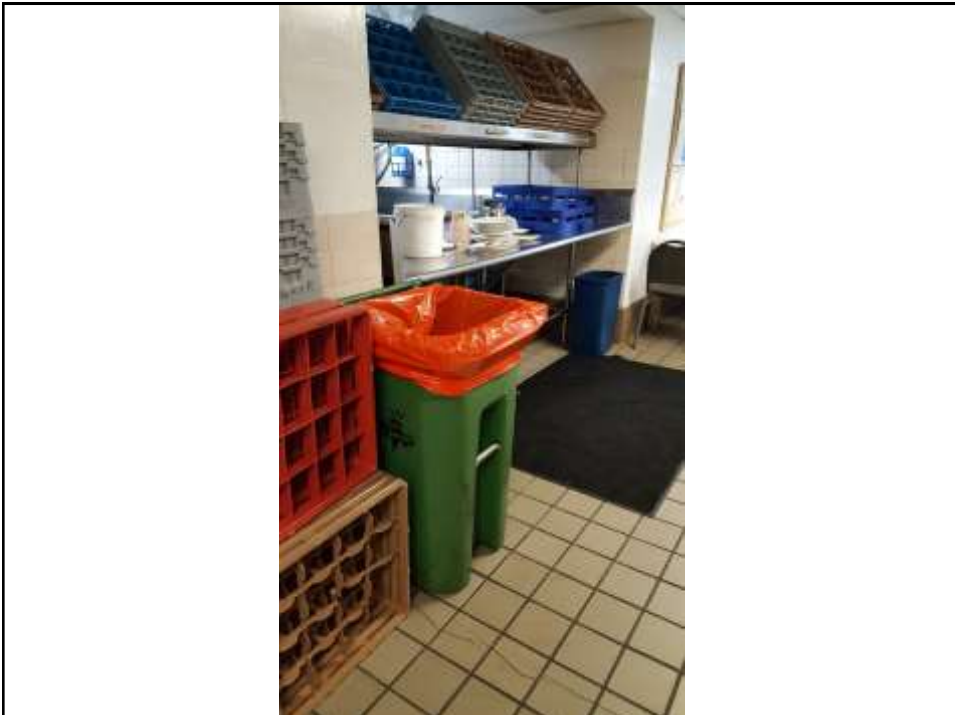
- Kennebunkport north to Brunswick.
- West thru Lewiston / Auburn
- To Norway including Poland, Oxford,

Yes

- All Food Scraps
- Coffee Grounds & Filters
- Meats & Bones
- Egg & Seafood Shells
- Paper Plates
- Napkins
- Dairy Products

No

- Waxed Paper/Containers
- Cans or Glass
- Styrofoam
- Plastics
- Latex













Typical Costs

- Weekly Basis
- Per Stop
- Per Tote

Additional Considerations

- Seasonality – adjust service as needed
- Bundle waste and compost services
- Goal to lower overall customer disposal costs or minimize cost of composting

Challenges

- Route Density
 - Less populated areas
- Reaching Prospective Customers
 - Acquisition cost is high