



FOODCYCLER™ MUNICIPAL SOLUTIONS

The Future of Food Waste



ABOUT US

Food Cycle Science

- 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
- Finalists in Impact Canada/AAFC's Food Waste Reduction Challenge
- Globe & Mail Canada's Top Growing Companies (2021 & 2022)
- Deloitte Fast 50 CleanTech award winners (2021)
- Approved supplier with Canoe Procurement Group of Canada



TRUSTED CANADIAN SOLUTION

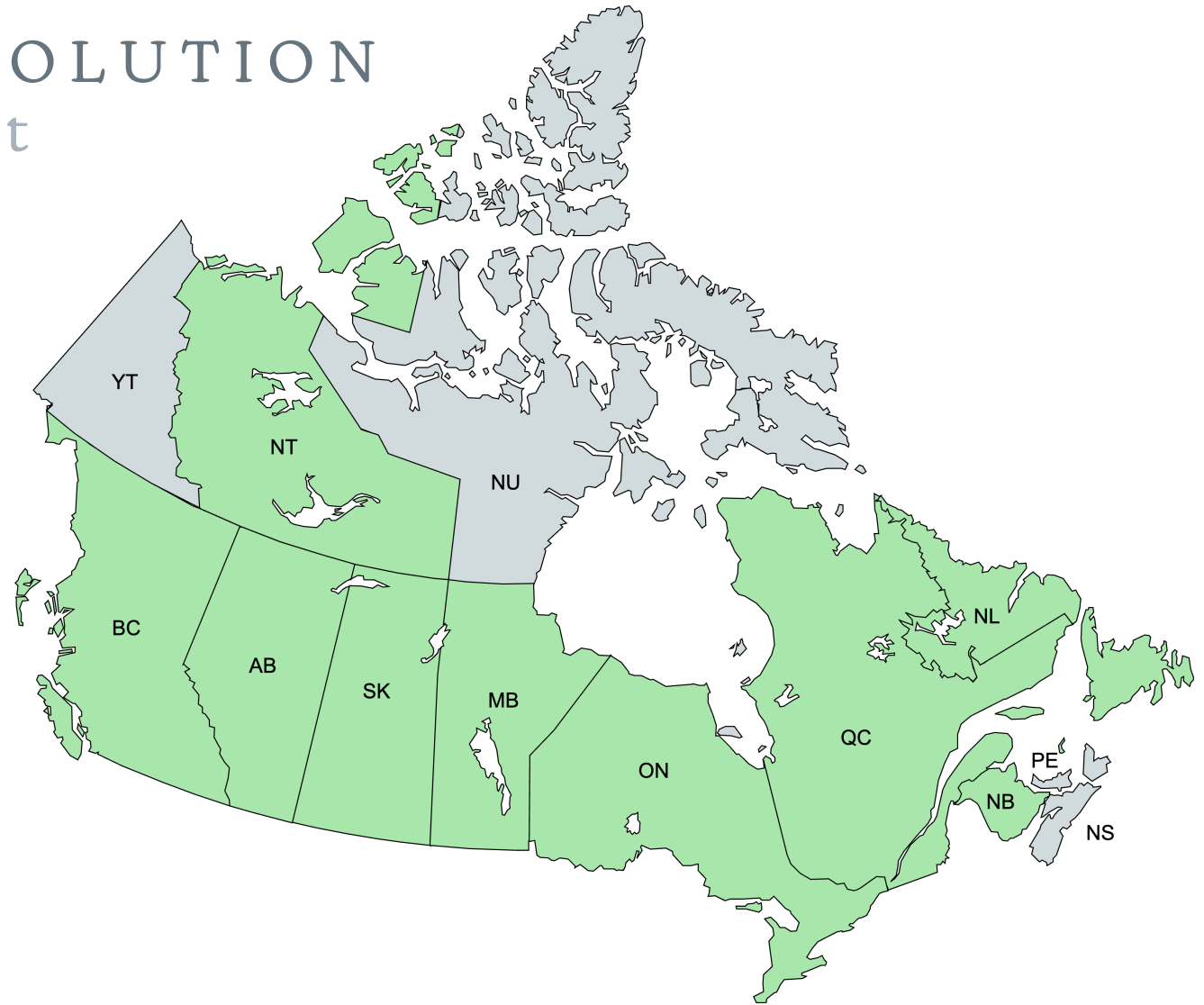
Coast to Coast to Coast

103*

Canadian Municipal Partnerships

○ 8 Provinces

○ 1 Territory



*Plus 4 in the United States.

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 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, transfer, 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

- Major capital expenditure to invest in processing & collection infrastructure
- Contamination is an ongoing challenge
- GHG emissions and safety concerns from collection vehicles
- Participation rates are often lower than desired, particularly in multi-residential dwellings

BACKYARD COMPOST

- Space, ability, and know-how are limiting factors
- Most users do not compost in winter or inclement weather
- May attract pests/animals or create unpleasant odors
- Participation rates are relatively low and stagnant
- Can produce methane if done incorrectly

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
- Landfill capacity is quickly running out



OUR SOLUTION: 90% FOOD WASTE REDUCTION

Full bucket of wet,
smelly food waste

2.5L / 5L



Handful of dry, sterile, odourless
& nutrient-rich by-product

100 g / 200 g



4-8 HOURS
(Overnight)

0.8-1.5 kWh
(Equivalent to a laptop)

\$0.10-\$0.15 per cycle
(\$2-4 per month)

THE FOODCYCLER FAMILY

FOODCYCLER™
FC-30



FOODCYCLER™
Eco-5



2.5 L	VOLUME CAPACITY	5.0 L
30.5 L	UNIT VOLUME	28.9 L
4-8 HOURS	PROCESSING TIME	6-8 HOURS
0.8 kWh	POWER CONSUMPTION PER CYCLE	1.3 kWh
2 REFILLABLE FILTERS	ODOUR CONTROL	1 REFILLABLE FILTER
BACK	VENT LOCATION	TOP

FOODILIZER™: BENEFICIAL USES

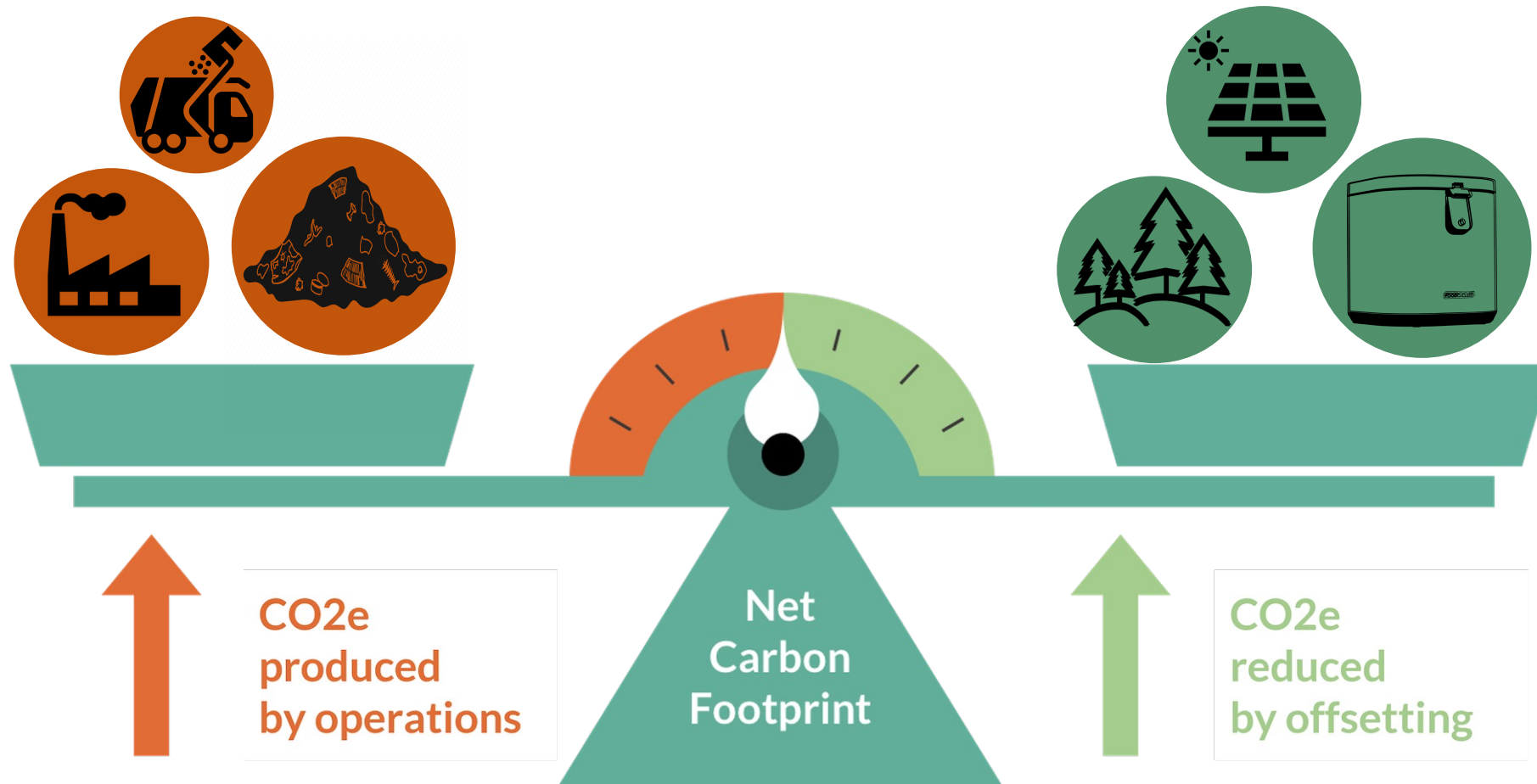
The FoodCycler by-product is a dry, sterile, odourless and nutrient-rich biomass with many beneficial uses and practical applications:

- Add to garden soil
- Add to backyard composter/tumbler/green cone
- Integrate to existing Leaf & Yard waste systems
- Pelletize/briquette as home heating alternative
- Drop off at compost site
- Drop off to a local farm
- Drop off to a community garden
- Add to Green Bin (where available)

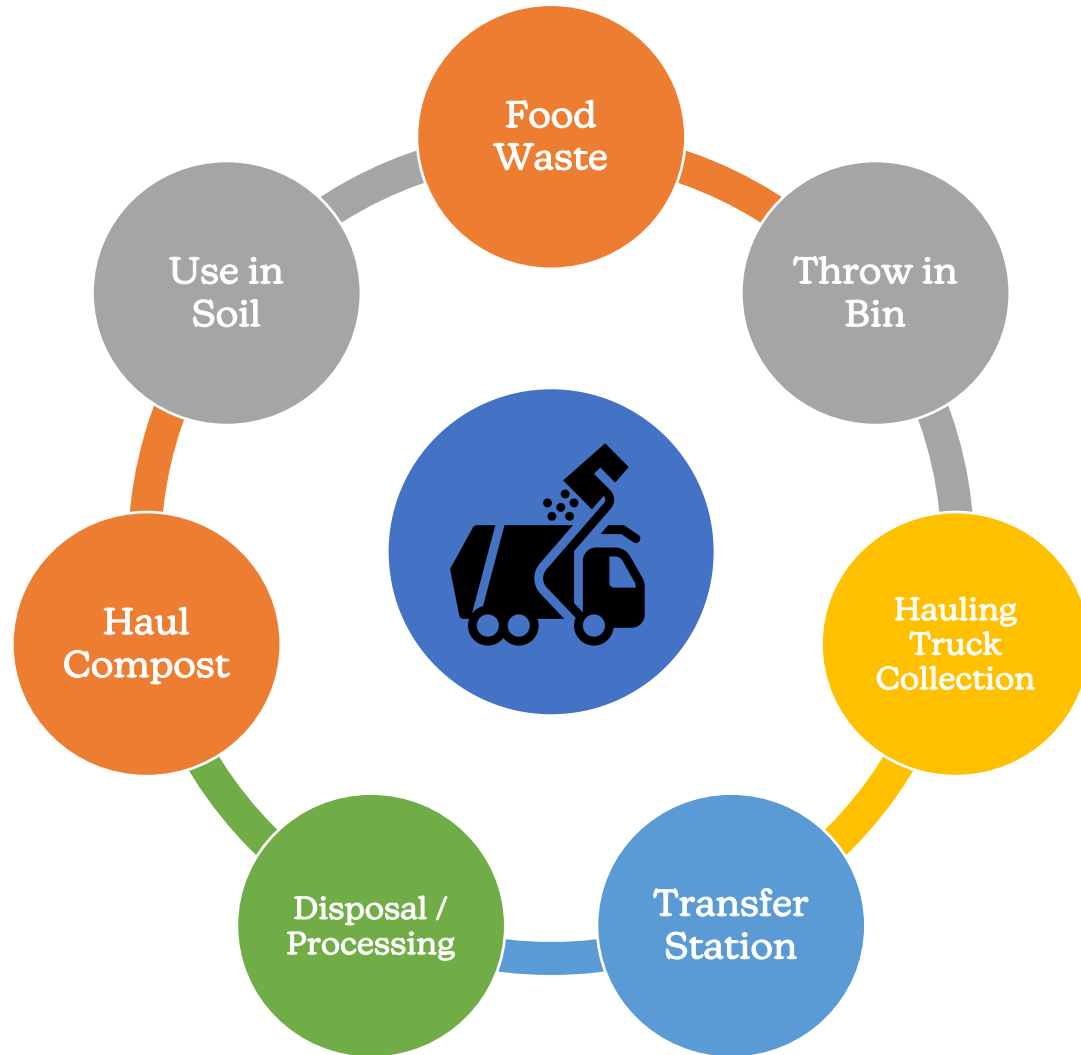


IMPACT: ENVIRONMENT

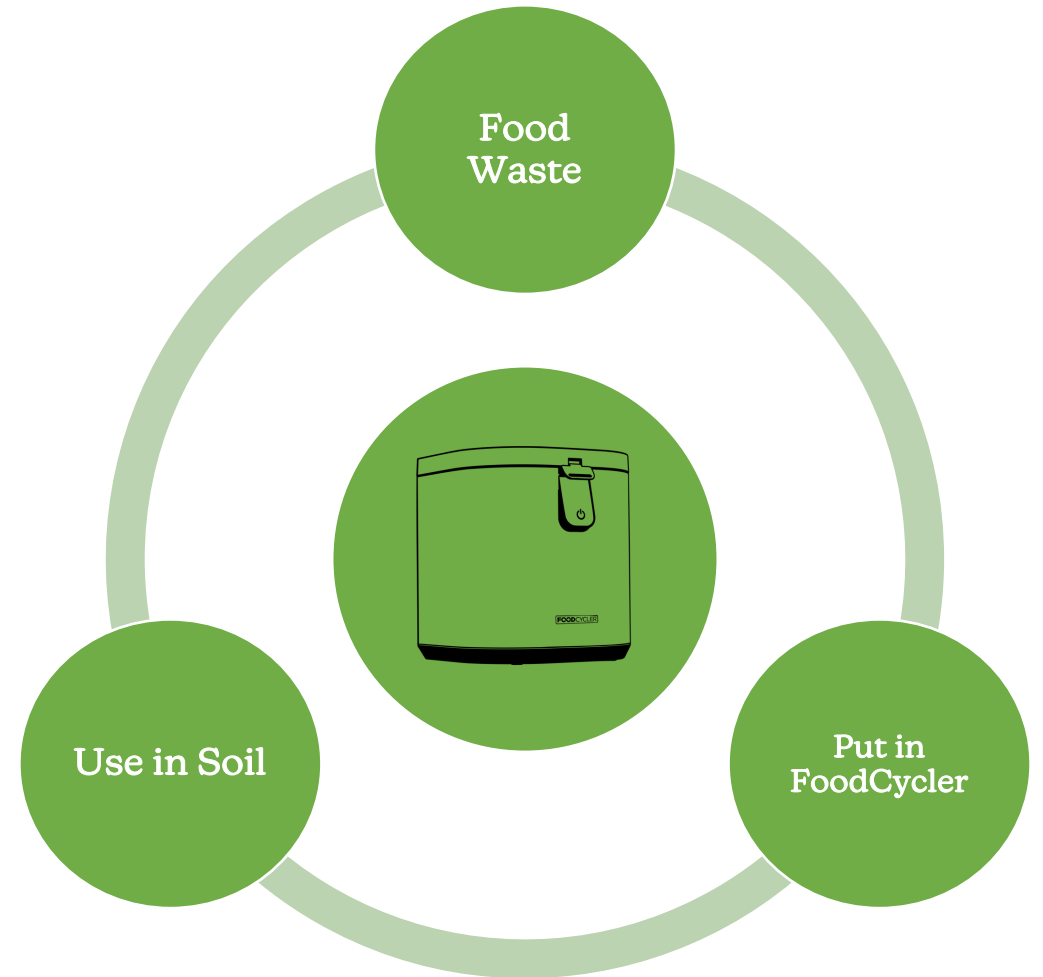
The Path to Net Zero



IMPACT: ECONOMIC



Traditional Waste Management



FoodCycler

IMPACT: PRESSURE

Regulatory + Social

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..."

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

THE FOODCYCLER PILOTS

The results are in.

Completed* pilots in:

6,000+
Households

50+
Municipalities



Participation Rate 98%

- 98% of pilot participants will continue using the FoodCycler after the pilot period

Recommendation Rate 96%

- 96% of users would recommend the FoodCycler to friends/family/neighbours

User Experience Rating 4.6/5

- 4.6 out of 5-star rating for the overall user experience of the FoodCycler

Net New Diversion 300 kg

- Each participating household diverts approximately 300 kg of food waste per year

Awareness + Prevention 77%

- 77% of pilot participants resolved to waste less food as a result of increased awareness

*The rest are in progress!

FOOD WASTE REDUCTION CHALLENGE

Impact Canada Finalists

Federal Funding

- ✓ Semi-Finalists in Stage 1 received \$100,000
- ✓ Finalists in Stage 2 received \$400,000
- Finalists will compete in Stage 3 to win one of two Grand Prizes of up to \$1,500,000



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

Tailored program design and implementation.

Grants may be available, with support from Food Cycle Science.

FUNDED PILOT PROGRAM OPTIONS

Municipal Subsidy Model



FOODCYCLER™
FC-30

\$500

-\$200

-\$50

\$100

\$150

RETAIL PRICE

MUNICIPAL
DISCOUNT

IMPACT CANADA
INVESTMENT

* MUNICIPAL
SUBSIDY *

RESIDENT
COST

\$800

-\$250

-\$150

\$100

\$300



FOODCYCLER™
Eco-5

FUNDED PILOT PROGRAM OPTIONS

Pilot Scope Recommendations

Municipality Population	Pilot Scope	Municipal Investment
< 2,500 Residents	50 Households	\$5,000
2,500 – 10,000 Residents	100 Households	\$10,000
10,000 – 20,000 Residents	200 Households	\$20,000
> 20,000 Residents	250+ Households	\$25,000+

Plus shipping costs and applicable taxes



Thank you!

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