



FOODCYCLER™ MUNICIPAL FOOD WASTE DIVERSION PILOT PROGRAM



Municipal District of Greenview
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The FoodCycler™ Food Waste Diversion Municipal Pilot Program

Dear Municipal District of Greenview Staff and Council,

Thank you for your interest in food waste diversion in your community. Food Cycle Science (FCS) is an organization born from the alarming fact that 63% of food waste is avoidable and responsible for about 10% of the world's greenhouse gas emissions. FCS has developed an innovative solution that reduces food waste in landfills, takes more trucks off the road, reduces infrastructure and collection costs, and contributes to a significant reduction in CO2E compared to sending food to landfills. We deploy our patented technology to households around the world, helping them take ownership of their food waste and environmental impact.

In partnering with municipalities, we are committed to creating accessible food waste solutions for all people and changing the way the world thinks about food waste. The purpose of the FoodCycler™ Pilot Program is to measure the viability of on-site food waste processing technology as a method of waste diversion. By reducing food waste at home, you can support your environmental goals, reduce residential waste, reduce your community's carbon footprint, and extend the life of your community's landfill(s).

Based on several factors, we believe the Municipal District of Greenview would be a great fit for the benefits of this program, and we are proposing a study involving 100 households in the Municipal District of Greenview.

The **FoodCycler Eco 3** and **Eco 5** devices can process 3.5 L and 5 L (respectively) of food waste per cycle and converts it into a nutrient-rich by-product that can be used to enrich your soil. Power consumption is ~1-1.5 kWh per cycle and takes less than 8 hours to complete (overnight).

Every FoodCycler deployed is estimated to divert at least 2 tonnes of food over its expected lifetime. Based on market rates of \$100 per tonne of waste (fully burdened), 100 households participating would divert 200 tonnes of food waste and save the municipality an estimated \$20,000.00 in costs. Please note that this analysis is based on market rates and depending on remaining landfill lifespan and closure costs, local rates for waste disposal may vary.

Every tonne of food waste diverted from landfill is estimated to reduce greenhouse gas emissions by 1.5 tonnes of CO2e before transportation emissions. Based on this, 100 households could divert approximately 300 tonnes of greenhouse gas emissions.

Food Cycle Science is excited to have you on board for this exciting and revolutionary program. The FoodCycler™ Municipal Solutions Team is always available to answer any questions you might have.

Warm regards,

The FoodCycler™ Municipal Team



As of the date of this proposal, there are a total of 165 Canadian municipalities who have signed on to participate in a FoodCycler program. Through this partnership, the Municipal District of Greenview can achieve immediate and impactful benefits, acquire valuable insight about food waste diversion in your region, and showcase itself as an environmental leader and innovator in Canada.

Food Cycle Science is looking to achieve the following through this proposed partnership:

- 🌱 Receive high-quality data from pilot program participants regarding food waste diversion
- 🌱 Receive high-quality feedback from residents, staff, and council regarding the feasibility of a FoodCycler food waste diversion program for the Municipal District of Greenview and similar communities
- 🌱 Demonstrate the viability of our technology and solutions in a municipal setting so the model can be re-deployed in other similar communities in Canada
- 🌱 Continued deployment of a program regarding food waste diversion to support the reduction of food waste in Canada

The Municipal District of Greenview would receive several benefits through this partnership:

- 🌱 Opportunity to trial a food waste diversion solution at a cost well below market prices
- 🌱 Reduced residential waste generation thus increasing diversion rates
- 🌱 Reduced costs associated with waste management (collection, transfer, disposal, and landfill operations)
- 🌱 The reduction of greenhouse gas (GHG) emissions from transportation and decomposition of food waste in landfills
- 🌱 Extend the life of your landfill(s)
- 🌱 Opportunity to support Canadian innovation and clean tech
- 🌱 Opportunity to provide residents with an innovative solution that reduces waste and fights climate change, at an affordable price
- 🌱 Obtaining data that could be used to develop a future organic waste diversion program

Residents of the Municipal District of Greenview would receive several benefits through this partnership:

- 🌱 Opportunity to own an at-home food waste diversion solution at a cost well below market prices
- 🌱 Support climate change goals by reducing waste going to landfill
- 🌱 Ability to fertilize their garden soil by generating a nutrient-rich soil amendment
- 🌱 Reduce the “ick factor” of garbage to keep animals and vermin away
- 🌱 Reduce trips to the waste site and save on excess waste fees where applicable

In the pages that follow, we will offer a pilot program recommendation for consideration.



The FoodCycler Product Family

The FoodCycler product family offers closed-loop solutions to food waste, with zero emissions or odours. This sustainable process reduces your organic waste to a tenth of its original volume. Small and compact, FoodCycler products can fit anywhere. They operate quietly and efficiently, using little energy.

**FoodCycler™
Eco 3**



3.5 L	VOLUME CAPACITY	5.0 L
19.5 L	UNIT VOLUME	28.9 L
4-8 HOURS	PROCESSING TIME	6-8 HOURS
0.9 kWh	POWER CONSUMPTION PER CYCLE	1.3 kWh
1 REFILLABLE FILTER	ODOUR CONTROL	1 REFILLABLE FILTER
1-3	HOUSEHOLD SIZE	3+

**FoodCycler™
Eco 5**



Recycle Your Food Waste in 3 Easy Steps



Step 1:

Place your food waste into the FoodCycler™ bucket. The FoodCycler™ can take almost any type of food waste, including fruit and vegetable scraps, meat, fish, dairy, bones, shells, pits, coffee grinds and filters, and even paper towels.



Step 2:

Place the FoodCycler™ bucket into your FoodCycler™ machine. The FoodCycler™ machine can be used anywhere with a plug such as a kitchen countertop, basement, laundry room, heated garage, etc.



Step 3:

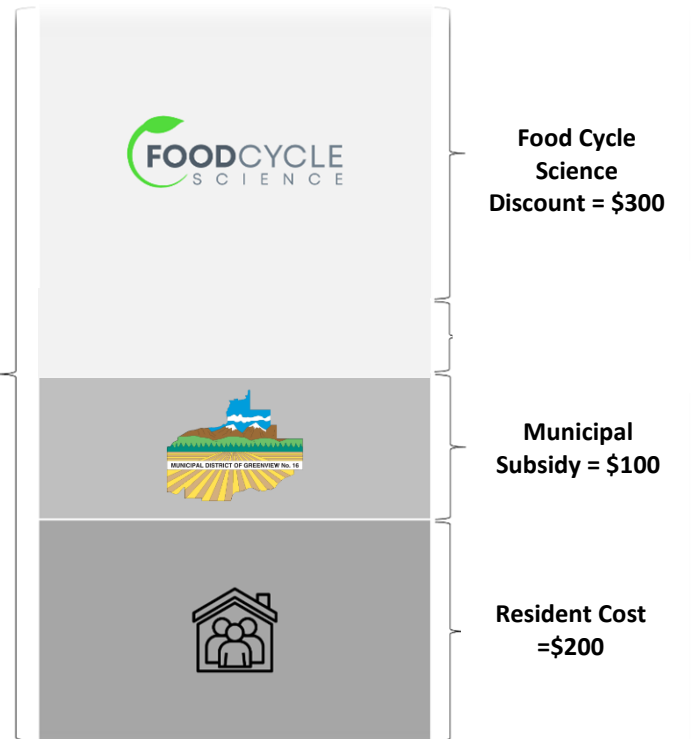
Press Start. In 8 hours or less, your food waste will be transformed into a nutrient rich soil amendment that can be integrated back into your soil. The cycle runs quietly and with no odours or GHG emissions.

FoodCycler Funded Pilot Program – Subsidy Model

FoodCycler Eco 3



Retail Price
=\$600



FoodCycler Eco 5



Retail Price
= \$800



Food Cycle
Science
Discount = \$400



Municipal
Subsidy = \$100



Resident Cost
=\$300

FoodCycler Funded Pilot Program Recommendation and Details

Based on the demographics and current waste management system in place at the Municipal District of Greenview, Food Cycle Science is recommending a pilot program involving 100 households.

The funded pilot program is based on a cost subsidy model where Food Cycle Science provides an initial discount, the Municipal District of Greenview provides a subsidy, and the resident provides the remaining contribution. The purpose of this model is to make this technology accessible to more Canadians at an affordable price.

Through this partnership-based program, the **municipal investment for Municipal District of Greenview is \$100.00 per household**, regardless of which device is selected. Residents will then have the option to choose the FoodCycler™ model that best suits their household and budget.

Each FoodCycler™ is estimated to divert at least 2 tonnes of food over its expected lifetime. Based on average market rates of \$100 per tonne of waste (fully burdened), 100 households participating would divert 200 tonnes of food waste and save the municipality an estimated **\$20,000.00** in costs.

Total Invoiced Amount

	Price	Quantity	Total
FoodCycler Eco 3 Municipal Rate	\$300	50	\$15,000
FoodCycler Eco 5 Municipal Rate	\$400	50	\$20,000
Shipping Estimate			\$2,050
Total Invoice Amount			\$37,050

Plus applicable taxes.

Net Municipal Cost:

	Price	Quantity	Total
Total Invoice Amount			\$37,050
Less Resident Resale: Eco 3	\$200	50	\$10,000
Less Resident Resale: Eco 5	\$300	50	\$15,000
Net Municipal Cost			\$12,050.00

Plus applicable taxes.

Volume Discount: Orders of 500 total units or more are eligible to receive an additional \$50.00 per unit discount on the FoodCycler Eco 5. If applicable, this discount is automatically calculated in the pricing shown above. The Municipality shall maintain a minimum of \$100.00 per household subsidy, thus passing on these savings directly to residents, reducing the resident contribution on the Eco 5 to \$250.00.

Purchase and Program Terms

Confirmation Deadline: Confirmation of order (Council resolution and/or signed partnership agreement) to be received no later than April 30, 2025.

Price Guarantee: Food Cycle Science will honour these rates on subsequent orders of 100 units or more, placed within the 2025 calendar year.

Shipping: Shipping estimates to your location may range from \$1,700.00 – \$2,400.00 and the \$2,050.00 quoted is an estimated average based on today's shipping rates. The most efficient and reliable carrier available at the time of shipment will be chosen to ensure optimal delivery.

FoodCycler Model Selection: During a registration period, residents will be given the option to indicate their preferred FoodCycler model. The total allotment of each FoodCycler model can be either predetermined or determined by resident selection.

Payment Terms: Payment is 100% due upon receipt of goods.

Accessories:

- **Wholesale:** Additional filters and other accessories may be purchased from FoodCycler at wholesale rates for resale to residents under the pilot program with no additional freight cost provided they are included in the initial order.
- **Online Portal:** An online purchase portal is available to residents of our municipal programs which offers the online purchase of filters and accessories at discounted rates. Accessories are conveniently shipped direct-to-home.
- **Filter Refill Station:** The municipality may choose to provide filter refills by establishing a refill station at a central location within the community. The cost to design and procure a refill station ranges from \$3,000-\$5,000. FCS will collaborate with the municipality to source local bulk amounts of carbon pellets. Over the life of the technology, this option is the most cost effective and environmentally sound.

Warranty: 1-year standard manufacturer's warranty starting on date of delivery of all FoodCycler units to the Municipal District of Greenview. We will repair or replace any defects during that time. Extended warranties may be purchased at additional cost of \$25.00 per year for up to 5 years.

Surveys / Tracking:

- The trial / survey period will be for 12 weeks starting on or before June 30, 2025.
- Residents will be asked to track weekly usage of the FoodCycler during each week of the trial. Tracking sheets will be provided as part of a Resident Package prepared by Food Cycle Science.
- At the end of the 12 weeks, residents must report their usage and answer a number of survey questions. Survey is to be provided by Food Cycle Science and approved by the Municipal District of Greenview.
- The survey is to be administered either by the Municipal District of Greenview or by Food Cycle Science, by request and with permission. All survey results are to be shared between the Municipal District of Greenview and Food Cycle Science. The Municipal District of Greenview shall ensure all personal information of participants is removed from any data ahead of sharing with Food Cycle Science.
- The Municipal District of Greenview may administer additional touchpoints with participants at their discretion.

Final Report and Feasibility Study: Food Cycle Science will prepare a final report summarizing program performance including waste diversion, potential for expansion, and other factors deemed relevant by the Municipal District of Greenview. To facilitate this, the Municipal District of Greenview may be called upon to provide data regarding disposal and transportation costs, landfill capacity, and other region-specific variables crucial for evaluating the viability of implementing FoodCyclers within the municipality.

Customer Support / Replacement Units:

- Food Cycle Science has a dedicated municipal support team that is available to assist residents directly with any troubleshooting, repairs, or replacement when required.

Marketing and Promotion

The Municipality will assume responsibility for effectively promoting its FoodCycler program to residents. FCS will actively support this effort by providing recommendations and a wide range of marketing materials, including advertisements, photos, graphics, videos, press releases, etc.

Through this agreement, the Municipality commits to actively and consistently communicate the FoodCycler program to its residents. The primary goal is to raise awareness, understanding and participation in the program, fostering a positive response from the community.

The Municipality will use a variety of communication channels to reach all residents. These may include, but are not limited to:

- Presenting the program at local fairs, community events and township meetings;
- Making all relevant information about the program visible and accessible to residents on the township's website, including the home page and the waste management page;
- Actively promote the program on the Township's social media platforms, using appropriate hashtags and engaging content;
- Advertise the program in tax bill mailings or other relevant official correspondence;
- Collaborate with community associations and groups to disseminate information about the program.

An effective communication plan can be achieved by:

- Designating a responsible person or team to oversee the communication of the program.
- Developing clear and concise communication materials that highlight the benefits of the program, eligibility criteria and terms of participation.
- Ensuring that timely updates and reminders are disseminated through various channels throughout the duration of the program.
- Responding promptly to inquiries and comments from residents regarding the program.

It is essential that the Municipality make every effort to reach as many residents as possible, aiming for optimal community awareness of this initiative. In the event that sales do not meet the anticipated targets, the Municipality will work with Food Cycle Science and diligently explore all reasonable avenues to increase awareness and participation within the community.

The Municipality and Food Cycle Science mutually grant permission to use the name and/or logo or any other identifying marks for marketing, sales, case studies, public relations materials and other communications solely to acknowledge the partnership between Food Cycle Science and the Municipality. Municipal staff may be asked to provide a video or written testimonial regarding the program.

Summary and Acceptance of Terms

We respectfully ask that you confirm your participation no later than April 30, 2025.

Summary of pilot program costs:

Program Recommendation	Invoice Amount	→	Net Municipal Cost
100 Households	\$37,050	→	\$12,050

Terms Accepted and Agreed by Municipal District of Greenview:

Name / Title

Name / Title

Signature

Date

Signature

Date

Food Cycle Science looks forward to working with the Municipal District of Greenview to reduce the amount of food waste going to landfill in a manner that is convenient and cost-effective.

Sincerely,

Maddy From

Municipal Partnerships Representative

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