

Ohio Food Scraps Recovery Barnes Nursery/Composting

Ohio EPA
Food Scraps Recovery
Stakeholder's Meeting
Center for Excellence
Columbus, Ohio
September 19, 2007

Barnes Nursery – Commercial Organics

? Generators

- Identify potential generators
 - ? Supermarkets, resorts/hotels, convention centers
 - ? Restaurants, colleges, food processors, corporate cafeterias

- Qualify generators
 - ? Examine current waste management practices
 - ? Undertake economic analysis
 - ? Develop operational procedures

- Identify community impact
 - ? Counties, solid waste districts, cities

- Meet with community organizations
 - ? Chambers of commerce, counties, towns, waste districts

Barnes Nursery – Commercial Organics

? Composting Facility

- Integrate Barnes composting capacity into the state strategy
 - ? ODNR – 2007 grant
 - ? US EPA/Ohio EPA – organics strategy
 - ? Regional solid waste districts – impact of organics diversion
 - ? Ohio Grocers Association – sustainability task force

- Business opportunity development and strategy
 - ? Generator sourcing
 - ? Hauling solutions
 - ? Biodegradable bags
 - ? Special events
 - ? Other recycling
 - ? Customer service offerings – generator analysis, training, follow-up

Barnes Nursery – Commercial Organics

? Hauling

■ Hauling solutions:

- ? Organic-niche hauling companies – identify & meet with candidates
- ? Self-hauling – Barnes as the hauling company
- ? Compactors; dumpsters; toters

■ Hauling Economics

- ? Geography proximate to Barnes – 25 mile radius
- ? Regions further out – greater than 25 miles radius
- ? Route density
- ? Existing and future generator/hauler relationships

Ohio - Commercial Organics Diversion

? A Sustainable Business Partnership:

- Generators
 - ? Supermarkets, resorts/hotels, convention centers, restaurants, colleges, food processors, corporate cafeterias
- Vendors of Service
 - ? Composting facilities, hauling companies, other suppliers
- Governmental entities
 - ? US EPA, Ohio EPA, ODNR, regional solid waste districts
- Industry organizations
 - ? Ohio Grocers, restaurant association
- Communities where businesses operate
 - ? Chambers of commerce, economic development, town leaders

Ohio - Commercial Organics Diversion

? Business Model Synergy

- Composting Facilities
 - ? Disposal revenues rise
 - ? Compost revenues increase
 - ? Some increase in operational expense – variable expenses

- Generators
 - ? Lower disposal cost per ton for organic waste
 - ? Increased opportunities to maximize recycling

- Organics-Niche Hauling Companies
 - ? Increased revenues through increased hauls and/or improved route density

Ohio - Commercial Organics Diversion

? Business Model Synergy

- Pricing transparency - critical to maximizing revenue and minimizing expense

? Tonnage – contracted tonnage price per ton for disposal

- Greatest savings comes from disposal fee differential

? (toter program invoiced as an average weight per toter)

? Hauling - contracted price per pick-up or per stop

- Compactor, container, toters

Ohio - Criteria for Success

? Commercial Organics Diversion

- Will increase revenues and decrease costs
- Meets operational requirements of all participants
- Makes environmental sense
- Is synchronous with governmental and industry initiatives
- Program evaluation is primarily based on bottom-line results
 - ? Typically trumps all other considerations

Ohio Today - State-Wide Challenges

? Composting, Hauling, Generators

- Limited composting capacity
 - ? Class II facilities capable of working with varied generator base
 - Open year-round; invoicing; digital pictures; feedback
 - ? Understanding organizational dynamics
 - Generators, communities, regulatory agencies
- Hauling infrastructure not yet in place
 - ? Organic-niche haulers need to be identified
 - ? Large hauling companies not yet interested in participating
- Limited generator knowledge
 - ? How to do this ?
 - ? Where to send It ?
 - ? What will it cost ?
 - ? Fear of the unknown

Ohio - Strategic Initiatives

? Proactive Efforts

- Solidify the infrastructure
 - ? Increased food waste composting capacity
 - ? Organics-niche hauling entities identified
- Generator commitment
 - ? Communication, education, analysis, results, buy-in
- Leveraging synergistic efficiencies
 - ? Generators – businesses
 - ? Cities, chambers of commerce, economic development initiatives
 - ? Composters – existing facilities getting in the game
 - ? Hauling – organics-niche hauling companies identified
 - ? Governmental & industry agencies – support, direction, goals

Ohio Tomorrow - State-Wide Considerations

? Strategic Process Capable of Growing at a Reasonable Pace

- Expanding list of generators
- Known composting and hauling capacities
- Financially responsible cost structure
 - ? Positive economics for all business partners and stakeholders

- Public relations initiatives both internal and external to the organizations
 - ? Active promotion of program progress and success
 - Business partners – generators, composters, haulers
 - US EPA, Ohio EPA, ODNR, WasteWise, industry associations, trade publications