Casella Company Overview:

- Founded in 1975 with one truck
- 2,000 employees serving over 170,000 customers
- Over $565M in annual revenue
- Operating in MA, ME, NH, NY, PA, and VT
- Vertically integrated collection, transfer, disposal and recycling operations
- Provide professional resource management services to over 10,000 locations in over 45 states
- Recover over 800,000 tons of recycling and over 450,000 tons of organics for beneficial use each year
- Cut companywide carbon emissions by 50% since 2005
## Casella’s Resource Management Services

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**Casella’s Resource Management Services**
Leveraging Innovative Partnerships to Drive Material Efficiency - ARC

Aggregation & Recovery Collaborative: On their journey to zero waste, many of our customers have reached a point where the path gets steeper. What fills their dumpsters today is a miscellany of stuff that is unique to their business, with no off-the-shelf recovery solution.

Benefits
• Enable innovative recovery solutions through risk- and reward-sharing
• Efficient access to reuse and recycling markets
• The model can be replicated in any geography, and tailored to handle any combination of materials

Business Model
• ARCs have an innovative, yet flexible, business model built around aligned incentives, modular equipment, and revenue transparency.
• The scope extends from point-of-generation through to commodity marketing.
• The approach resists “technology for the sake of technology” and focuses instead on practical problem-solving and a “get the job done” attitude.
Leveraging Innovative Partnerships to Drive Material Efficiency - ARC

Innovative Partnerships

• Establishing a successful ARC requires very close collaboration among the partnering stakeholders
• Casella brings expertise in logistics, handling, processing equipment, and commodity markets
• Generator partners bring a commitment to waste reduction, volumes of recyclable items, and in some cases, tangible assets such as equipment, vehicles, or warehouse space.
• Most importantly, all partners contribute a willingness to work together to create enduring solutions to serve their unique local materials recovery needs.

Case Examples

• Well established ARC located in Lebanon, NH supporting the recovery of myriad materials for dozens of generators
• Evaluating similar concepts in Central Vermont and Central NY
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Case Examples
• Well established ARC located in Lebanon, NH supporting the recovery of myriad materials for dozens of generators
• Well established partnership located in Weymouth, MA focused on the recovery of packaged beverage and food products
• Established industrial recycling operation located in Central NY supporting dozens of major manufacturers – evaluating opportunity to support market recovery needs through customer partnerships
• Evaluating similar concepts in Central Vermont through a combination of manufacturers, institutions and other businesses
Lebanon ARC - Model

THE LEBANON ARC

Location: Lebanon, NH
Square footage: 5,000
Equipment: balers, scales, and a plastics grinder
Staff: 3 full-time Casella employees
Materials Handled: >50 tons per month of loose, baled, super-sacked or ground film plastics, rigid plastics, plastic tubing and hosing, plastic and wooden reels, label backing, cardboard, metal, blue wrap and other unique hard-to-recycle items
Customers/Industries served: Hypertherm, plastic molders, food manufacturers, healthcare, colleges printing, and other regional businesses
Business model: 90-day baseline & program initiation, access to warehouse space, royalty payments, and aligned partnership milestones and goals.
Lebanon ARC - Results

1. Zero Sort
2. Compost
3. Wood Recycling
4. Non-Ridged Plastic Recycling
5. ARC Partnership

YTD 5.8% waste to disposal
Depackaging Operation

DEPACKAGING & PRODUCT DESTRUCTION

Location: Weymouth, MA

Inbound form: cased, crated, bucketed, drummed or loose

Products recovered: damaged, off-spec, out-of-code or otherwise non-saleable - soft drinks, concentrates, flavorings, dressings, fruit juices, yogurt, dairy, milk, sports/energy drinks, water, wine, beer, other food and beverage products

Packaging Recovered: aluminum, glass, plastics, aseptic, paper, cardboard

Customers/Industries served: beverage, dairy, food, distributors, beer/wine/spirits
Leveraging Partnerships - Closing thoughts

- Enables innovation and is a nimble way to deploy capital
- Risk-reward sharing model and fosters a pioneering spirit among stakeholders
- Enables the recovery of difficult-to-manage, specialty recyclables or other commodities through aggregation from like organizations
- Logistics and access to “anchor” generators/material is key
- Provides a pragmatic, innovative solution to solving a complex sustainability initiatives – diversion, efficient material handling, cost-reduction, smart capital deployment, community engagement, etc.
- Addresses public policy challenges
- Sum of the whole is greater than the parts