STAFF REPORT
SUBMITTED BY: Chris Frotten
DATE: September 6, 2023
SUBJECT: FoodCycler™ Pilot Program
STRATEGIC OBJECTIVE: N/A

ORIGIN

Following a presentation on August 15 from Food Cycle Science regarding the FoodCycler Pilot Program, direction was provided to the CAO to develop a staff report for further consideration. The purpose of this report is to provide an overview of the factors to consider in participating in the FoodCycler Pilot Program and to present possible implementation options.

BACKGROUND

Food Cycle Science (FCS) is a food waste management company that provides solutions to households, communities, and businesses for recycling their food waste. FSC is the creator of the FoodCycler™ in-home appliance that recycles household food scraps in hours, transforming them into a re-usable soil amendment.

The FoodCycler™ Pilot Program is an initiative aimed at reducing food waste through the implementation of advanced food recycling technology. The program involves installing FoodCycler™ units in households and community facilities, allowing residents to convert their food waste into nutrient-rich compost. The purpose of the Program is to measure the viability of on-site food waste processing technology as a method of waste diversion.

The FoodCycler™ FC-30 and Eco 5 devices can process 2.5 L and 5 L (respectively) of food waste per cycle. Power consumption per cycle is ~0.8 kWh (FC-30) / ~1.3 kWh (Eco 5) and takes less than 8 hours to complete.

Every FoodCycler™ deployed is estimated to divert at least 2 tonnes of food over its expected lifetime. Every tonne of food waste diverted from landfills is estimated to reduce greenhouse gas emissions by 1.3 tonnes of CO_2e before transportation emissions. Based on this, 50 households could divert approximately 130 tonnes of greenhouse gas emissions.

DISCUSSION

As with any new initiative, it's important to consider the benefits and drawbacks. Here are some for consideration.

Benefits:

1. **Waste Reduction:** The FoodCycler Pilot Program offers a substantial reduction in organic waste sent to landfills. This not only aligns with the provincial waste diversion goals but also directly contributes to the reduction of landfill space usage and associated environmental impacts.
2. **Compost Production:** The compost generated by FoodCycler units is rich in nutrients and can be used to improve soil quality, water retention, and plant growth. This can be a valuable resource for community gardens, agriculture projects, and local landscaping, reducing the need for chemical fertilizers and enhancing the overall environmental health of the municipality.
3. **Education and Awareness:** Participating in the program provides an excellent platform for educating residents about the environmental impacts of food waste and the benefits of composting. Through workshops, outreach events, and informational materials, the municipality can encourage a shift in behaviors toward more sustainable waste practices.
4. **Greenhouse Gas Emissions:** By diverting organic waste from landfills, the program contributes to a reduction in methane emissions. Methane, a potent greenhouse gas, is released when organic waste decomposes in oxygen-deprived landfill conditions. Implementing the program helps to combat climate change and supports the provincial and federal emission reduction targets.

Drawbacks:

1. **Initial Investment:** The upfront investment required for purchasing FoodCycler units and necessary infrastructure was not factored in the municipal budget. Careful financial planning and potential partnerships or grant opportunities should be explored to manage these costs effectively.
2. **Operational Costs:** Ongoing operational expenses include electricity for the units, regular maintenance, and potential repairs. Budgeting for these recurring costs is essential to ensure the sustainability of the program in the long run.
3. **Behavioral Change:** Introducing a new waste separation practice may face resistance from some residents who are accustomed to traditional waste disposal methods. Adequate education and outreach efforts are crucial to ensure successful adoption and participation.

It was suggested that such a program could be done in partnership with the Municipality of Shelburne. We reached out to the Municipality, but they opted to pass on the program.

If there were interest, the program could be implemented in a number of ways. Here are possible implementation options.

Household Distribution

Under this approach, FoodCycler™ units would be provided to interested households. These units would be installed on-site, enabling residents to convert their food waste into compost within their own homes.

Advantages:

- Convenience: Provides residents with a convenient way to manage their food waste without the need for additional transportation or trips to outside facilities.
- Empowerment: Empowers households to take direct responsibility for their waste reduction efforts and composting practices.
- Customization: Allows residents to control the composting process and tailor it to their specific gardening or landscaping needs.

Challenges:

- Education and Training: Requires comprehensive education on how to properly use and maintain the FoodCycler™ units, including understanding the balance of green and brown waste.
- Maintenance and Upkeep: Residents need to be informed about the regular maintenance tasks required, such as cleaning the unit and replacing filters.

Community Facilities

This option involves the installation of FoodCycler™ units in central locations like community centers, schools, or public spaces. Residents can then bring their food waste to these designated locations for composting.

Advantages:

- Centralization: Centralizes the composting process, reducing the need for individual households to manage their own units.
- Community Engagement: Creates a communal space for residents to engage in sustainable practices together, potentially fostering a sense of community around waste reduction efforts.
- Accessibility: Ensures all residents, including those without the capacity for on-site composting, have access to food waste recycling.

Challenges:

- Infrastructure Needs: Requires the establishment of suitable drop-off points, including considerations for accessibility, safety, and convenient operating hours.
- Logistics: Involves planning for the collection and transport of food waste from the community facilities to a central composting site.

Pilot Phases

This approach involves a phased rollout, starting with a very small number of households or facilities to test the feasibility and identify potential challenges before a full-scale implementation.

Advantages:

- Risk Assessment: Allows for a gradual approach, enabling the municipality to identify any unforeseen challenges and adjust the program accordingly.
- Refinement of Strategies: Provides an opportunity to fine-tune education, outreach, and logistical strategies based on real-world experience.
- Stakeholder Engagement: Engages a smaller group of stakeholders initially, fostering a sense of ownership and collaboration in the program's development.

Challenges:

- Extended Timeline: A phased approach may require a longer timeline for full program implementation, potentially necessitating additional resources for an extended pilot period.
- Potential Adjustment of Program Elements: Findings from the pilot phase may require adjustments to elements such as outreach, education, or infrastructure.

Education and Outreach

This option focuses on simply launching an extensive educational campaign to inform residents about the benefits of alternative composting techniques, and the availability of FoodCycler™ units.

Advantages:

- Awareness Building: Creates widespread awareness about the benefits of the FoodCycler™ units and the importance of sustainable waste management practices.
- Empowerment through Knowledge: Educates residents on how they can actively contribute to waste reduction efforts, even without direct access to FoodCycler™ units.
- Behavioral Change: Encourages a cultural shift towards more sustainable waste disposal habits.

Challenges:

- Sustained Efforts: Requires ongoing and consistent efforts to reach all residents and ensure the message is effectively communicated.
- Behavioral Change: Changing established behaviors and habits can be a gradual process, necessitating patience and perseverance.

Each of these implementation options offers unique advantages and challenges. The choice of approach will depend on the municipality's specific resources, priorities, and capacity to manage the associated financial and logistical considerations. It is crucial to weigh these factors carefully to determine the most suitable implementation strategy.

BUDGET IMPLICATIONS

Based on the demographics and current waste management system in place at the Municipality, Food Cycle Science is recommending a pilot program involving 50 households.

The funded pilot program is based on a cost subsidy model where Food Cycle Science provides an initial discount, they contribute an investment from AAFC/Impact Canada, the Municipality provides a subsidy, and the resident provides the remaining contribution. The rationale for this model is to make the units accessible to more residents at an affordable price.

The total investment from Impact Canada for a 50-household pilot project would amount to $5,000.00.

Through this partnership-based program, the municipal investment for the Municipality of Barrington 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. The n municipal cost for the project would be $6,850 – which includes 50-$100 per household subsidies and the shipping cost of the units.

Orders of 500 units or more will be eligible to receive an additional $50.00 per unit discount on the FoodCycler™ Eco 5TM. 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.

LEGAL IMPLICATIONS

N/A

PUBLIC CONSULTATION/COMMUNICATIONS

N/A

RECOMMENDATION

Based on the comprehensive assessment of the FoodCycler™ Pilot Program, it is recommended that the municipality carefully consider the current financial commitments and priorities before proceeding with implementation. Given the unbudgeted financial commitment required for this initiative, along with other pressing priority projects and programs, it may be advisable to defer participation in the pilot program at this time.

While the benefits of the FoodCycler™ Pilot Program are noteworthy, it is important to ensure that any new initiative aligns with the municipality's overall fiscal strategy and resource allocation. Given the potential strain on existing budgets and the need to prioritize other critical projects, delaying the implementation of the FoodCycler™ Program will allow the municipality to address immediate needs while keeping the option open for future consideration.

Furthermore, this pause will provide an opportunity for the municipality to actively monitor the progress and outcomes of similar initiatives in neighboring jurisdictions. This will allow for the accumulation of

valuable insights and best practices, ultimately enabling a more informed decision when revisiting the FoodCycler™ Program in the future.

This recommendation is made with careful consideration of the municipality's long-term financial health and the need to balance innovative projects with existing commitments. It is essential to prioritize initiatives that not only align with our goals but are also sustainable and financially responsible.

SUGGESTED MOTION

N/A

ALTERNATIVES

1. Move forward with one of the implementation options now.
2. Defer the decision on implementing the pilot program during the 2024/2025 budget deliberations.

ATTACHMENTS

- Initial Food Cycle Science Presentation
- FoodCycler™ Food Waste Diversion Program Proposal

FORM "A"
TO BE COMPLETED BY ANYONE
WISHING TO ADDRESS COUNCIL OR COMMITTEE OF THE WHOLE COUNCIL

Names of individuals making the presentation:
Kassia Régnier

Points to be made:
FCS provides municipalities with innovative residential food waste diversion solutions to reduce organic waste sent to landfill. We have received federal funding through the Impact Canada Food Waste Reduction Challenge to expand our municipal programs across Canada. As a trusted solution provider to over 85 municipalities in Canada and the US, we would like to extend the partnership opportunity to the Municipality of Barrington, NS. The program comes with a direct investment in your community to offset the cost of the program.

Purpose and any requests that may be forthcoming from the presentation:
To see whether the Council of Barrington would be interested in participating in a FoodCycler Pilot Program.

Please attach a copy of your written or power point presentation.

Time requested for presentation: **15 minutes___X____ 30 minutes_____**

Kassia Régnier
Signature

Print Name: Kassia Régnier
Mailing Address: 371A Richmond Road, Ottawa, ON K2A0E7
Phone Number: 6138611721
E-mail address: kassiar@foodcycler.com

○ **Will you require a projector and computer for your presentation ?**

NOTE: Individuals or groups making presentations are required to address their comments and questions to the Chair of the Meeting only. No decision will be made at the same meeting as your presentation.

FOODCYCLE SCIENCE

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

canoe APPROVED SUPPLIER

Deloitte. Technology Fast50

Canada

impact canada

Sobeys

fieldless

BGIS

88

Municipal Partnerships Across North America

THE OUTDOOR LEARNING STORE
OUTDOORLEARNINGSTORE.COM

ecoschools écoécoles CANADA

TRUSTED CANADIAN SOLUTION

Coast to Coast to Coast

85*

Canadian Municipal Partnerships

- **6** Provinces
- **1** Territory

*Plus 3 in the United States.

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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 CO_2** 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 CO_2
- 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

4-8 HOURS
(Overnight)

0.8-1.5 kWh
(Equivalent to a laptop)

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

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

100 g / 200 g

THE FOODCYCLER FAMILY

FOODCYCLER™ FC-30

FOODCYCLER™ FC-30		FOODCYCLER™ Eco-5
2.5L	VOLUME CAPACITY	5.0L
30.5L	UNIT VOLUME	28.9L
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

FOODCYCLER™ Eco-5

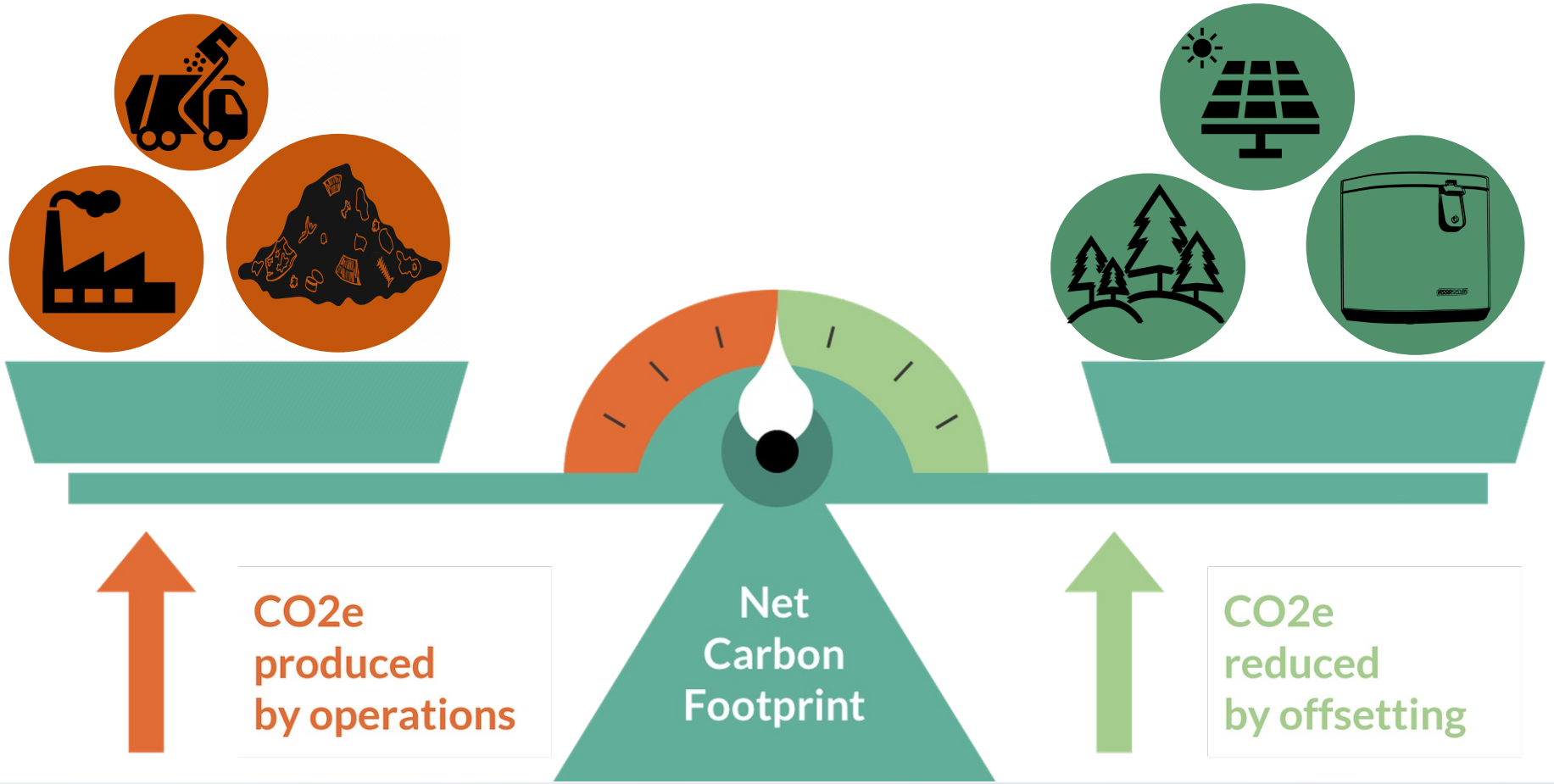
FOODILIZER™: BENEFICIAL USES

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

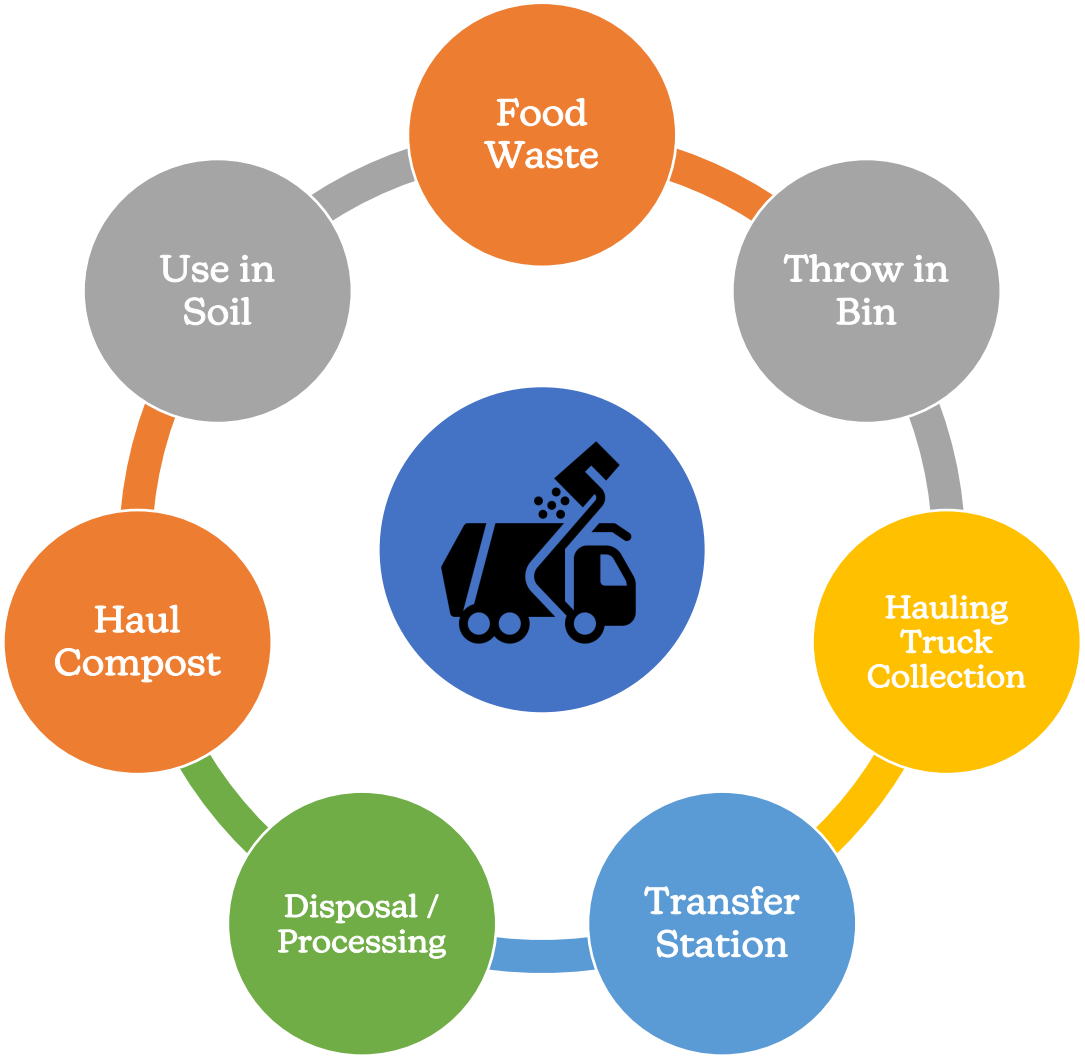
- Add to garden soil
- Add to backyard composter/tumbler/green cone
- Integrate to existing Leaf & Yard waste systems
- Pelletize/briquette as home heating alternative
- Drop off at compost site
- Drop off to a local farm
- Drop off to a community garden
- Add to Green Bin (where available)

IMPACT: ENVIRONMENT

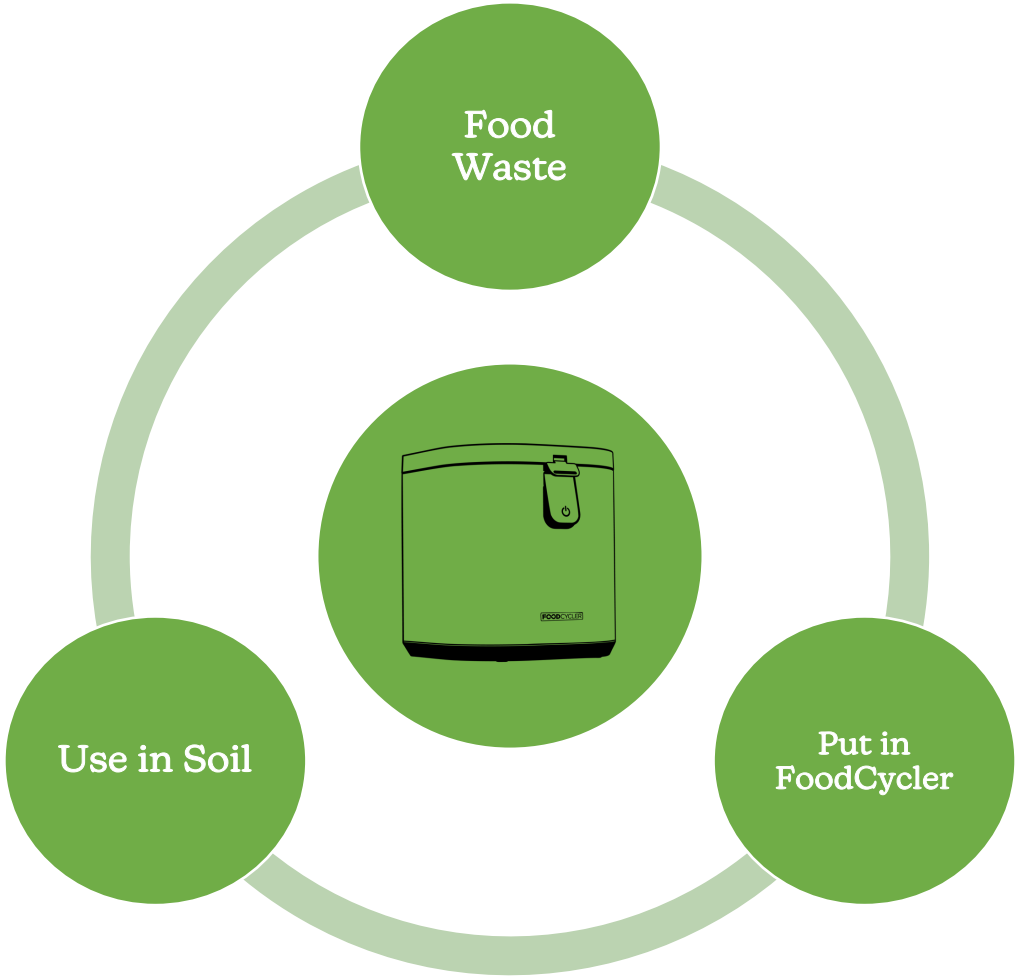
The Path to Net Zero



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!

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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**

impact canada

Government of Canada / Gouvernement du Canada

Canada

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PILOT PROGRAM
12 Weeks from Start to Finish

PILOT TIMELINE

START	12 WEEKS	END	NEXT STEPS
Residents purchase FoodCycler at a subsidized rate from Municipal Office (or other designated location)	Participants use the unit for a period of 12 weeks. Number of cycles per week are tracked to estimate total diversion achieved.	Participants fill out an exit survey, providing their review of the program and any other feedback. Survey results used to evaluate program success.	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

FC-30		Eco-5
$500	RETAIL PRICE	$800
-$200	MUNICIPAL DISCOUNT	-$250
-$50	IMPACT CANADA INVESTMENT	-$150
$100	* MUNICIPAL SUBSIDY *	$100
$150	RESIDENT COST	$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

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Next Steps

- We kindly ask that you receive our presentation as information
- If interested in partnering, please refer to Staff for a recommendation to Council

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MERCI!
THANK YOU!

Kassia Régnier
Municipal Program Coordinator
Email: kassiar@foodcycler.com
Phone: 613-861-1721

The Municipal Solutions Team
municipal@foodcycler.com

FOODCYCLE SCIENCE

FOODCYCLER™

MUNICIPAL FOOD WASTE DIVERSION PILOT PROGRAM

THE MUNICIPALITY OF BARRINGTON | An ocean of opportunity

FOODCYCLE SCIENCE

Municipality of Barrington
2447 Highway 3
Barrington, NS B0W 1E0
902-637-2015

Wednesday, August 23, 2023

The FoodCycler™ Food Waste Diversion Municipal Pilot Program

Dear Municipality of Barrington 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, encourages more people to recycle their food waste, and reduces infrastructure and collection costs. 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 local landfill(s).

Based on several factors, we believe the Municipality of Barrington would be a great fit for the benefits of this program, and we are proposing a study involving 50 households in the Municipality of Barrington. The **FoodCycler™ FC-30** and **Eco 5** devices can process 2.5 L and 5 L (respectively) of food waste per cycle and convert it into a nutrient-rich by-product that can be used to enrich your soil. Power consumption per cycle is ~0.8 kWh (FC-30) / ~1.3 kWh (Eco 5) and takes less than 8 hours to complete.

Every FoodCycler™ deployed is estimated to divert at least 2 tonnes of food over its expected lifetime. 50 households participating would divert 100 tonnes of food waste and save the municipality in waste management costs. Every tonne of food waste diverted from landfills is estimated to reduce greenhouse gas emissions by 1.3 tonnes of CO_2e before transportation emissions. Based on this, 50 households could divert approximately 130 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

Impact Canada/AAFC Food Waste Reduction Challenge

Food Cycle Science is a finalist of Impact Canada's Food Waste Reduction Challenge, which is a three-stage initiative from the Government of Canada through Agriculture and Agri-Food Canada to support business model solutions that prevent or divert food waste at any point from farm to plate. FoodCycler™ has been chosen as a finalist for our project titled: "Residential On-Site Food Waste Diversion for Northern, Rural, and Remote Communities".

The challenge objectives and assessment criteria are for solutions that:

1. **Can measurably reduce food waste** – in dollars and metric tonnes.
2. **Are innovative and disruptive to the status quo** – the old way of doing business is out.
3. **Are ready to scale up** – it is time to deploy high-impact and wide-reaching solutions across the Canadian food supply chain.
4. **Have a strong business case** – there is a demand for your solution.
5. **Make a difference in our communities** – creating jobs and increasing access to safe, nutritious, and high-quality food is a priority, and,
6. **Improve our environment** – reducing food waste means shrinking our GHG footprint and conserving natural resources.

As a finalist, Food Cycle Science is the recipient of a $400,000 grant that is being 100% redistributed to our Canadian municipal partners in support of their FoodCycler™ initiatives and pilot programs. Based on several factors, FoodCycler™ believes the Municipality of Barrington would be an ideal *"Implementation Partner"* for this stage of the challenge and we are proposing a study involving 50 households in the Municipality of Barrington, wherein Food Cycle Science will contribute a portion of this grant money towards offsetting the costs of your program.

More information can be found here: https://impact.canada.ca/en/challenges/food-waste-reduction-challenge

As of the date of this proposal, there are a total of 103 Canadian municipalities that have signed on to participate in a FoodCycler™ program. Through this partnership, the Municipality of Barrington can achieve immediate and impactful benefits, acquire valuable insight into 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 Municipality of Barrington 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
- Demonstration of a program regarding food waste diversion in small/rural Canada to support Phase 3 of Impact Canada's Food Waste Reduction Challenge

The Municipality of Barrington would receive several benefits through this partnership:

- Opportunity to trial a food waste diversion solution at a cost well below market prices utilizing federal funding intended for food waste reduction in our country
- 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 the decomposition of food waste in landfills, and contamination of existing green bin programs
- 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

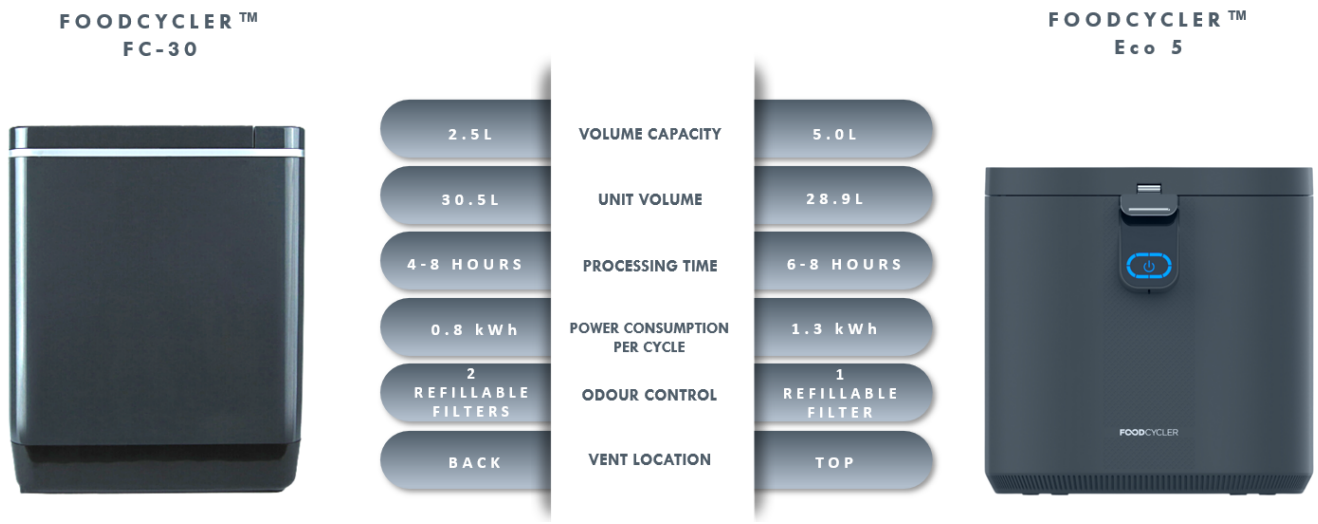
Residents of the Municipality of Barrington would receive several benefits through this partnership:

- 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™ 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.



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

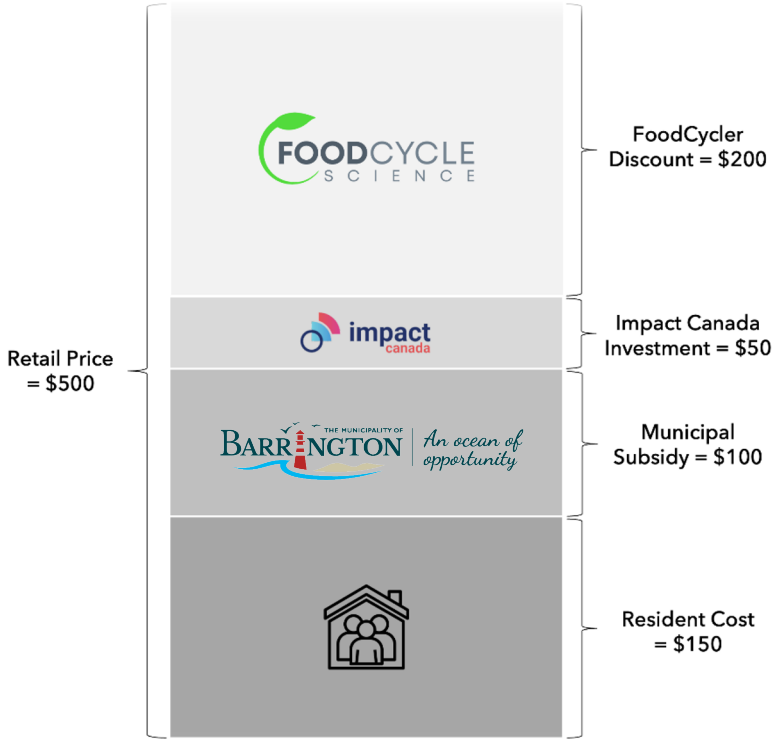
Place the FoodCycler™ bucket into your FoodCycler™ machine. The FoodCycler™ machine can be used anywhere with a plug such as a kitchen countertop, basement, laundry room, heated garage, etc.

Step 3

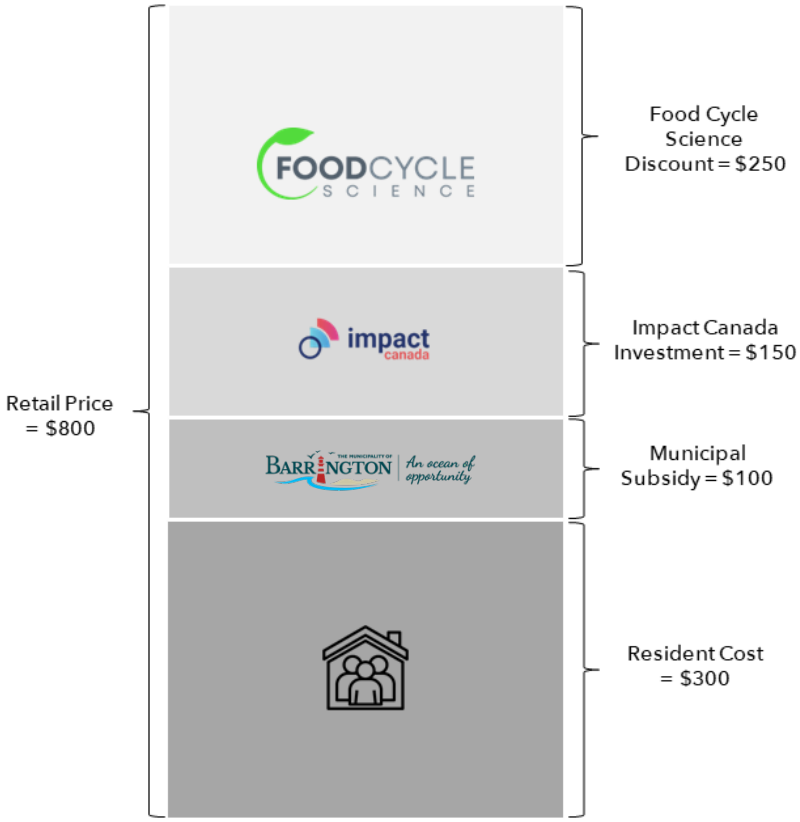
Press Start. In 8 hours or less, your food waste will be transformed into a nutrient-rich soil amendment that can be integrated back into your soil. The cycle runs quietly and with no odours or GHG emissions.

FoodCycler™ Funded Pilot Program – Subsidy Model

FoodCycler FC-30™



FoodCycler Eco 5™



FoodCycler™ Funded Pilot Program
Recommendation and Details

Based on the demographics and current waste management system in place at the Municipality of Barrington, Food Cycle Science is recommending a pilot program involving 50 households.

The funded pilot program is based on a cost subsidy model where Food Cycle Science provides an initial discount, we contribute an investment from AAFC/Impact Canada, the Municipality of Barrington 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.

The total investment from Impact Canada for a 50 household pilot would amount to **$5,000.00**[1].

Through this partnership-based program, the **municipal investment for the Municipality of Barrington 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.

Total Invoiced Amount

	Price	Quantity	Total
FoodCycler FC-30 Municipal Rate	$250	25	$6,250
FoodCycler Eco 5 Municipal Rate	$400	25	$10,000
Shipping Estimate			$1,850
Total Invoice Amount			**$18,100**

Plus applicable taxes.

Net Municipal Cost:

	Price	Quantity	Total
Total Invoice Amount			$18,100
Less Resident Resale: FC-30	$150	25	$-3,750
Less Resident Resale: Eco 5	$300	25	$-7,500
Net Municipal Cost			**$6,850**

Plus applicable taxes.

Volume Discount: Orders of 500 units or more will be eligible to receive an additional $50.00 per unit discount on the FoodCycler Eco 5™. 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.

[1] Based on an estimated 50/50 split between FC-30 and Eco 5s. Will vary depending on the quantity of FoodCyclers purchased and the model ultimately selected by residents.

Purchase and Program Terms

Confirmation Deadline: Confirmation of order (Council resolution and/or signed partnership agreement) to be received no later than September 30, 2023.

Price Guarantee: Food Cycle Science will honour these rates on subsequent orders of 50 units or more, placed within the 2023 calendar year.

Shipping: Shipping estimates to your location may range from $1,400.00 – $2,400.00 and the $1,900.00 quoted is an estimated average based on today's shipping rates. The Municipality may choose the shipping option that best suits its budget and needs. The higher-cost shipping options will generally provide superior shipping accuracy.

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: 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.

- **RF-35 Replacement Filter Pack (Refillable)**: Includes 2 refillable filter cartridges with carbon included, good for 1 filter change. One-time purchase only to convert to the refillable system. May be purchased at a price of $22.12 + tax in increments of 18.
- **RC-35 Carbon Filter Packs**: Includes 8 carbon packets, good for 4 filter changes. Compatible only with RF-35 refillable filter system. May be purchased at a price of $50.00 + tax in increments of 9.
- **RC-104 Carbon Filter Packs**: Includes 4 carbon packets, good for 4 filter changes. Compatible only with the Eco 5 refillable filter system. May be purchased at a price of $50.00 + tax in increments of 9.
- **BK-30 Spare Buckets:** May be purchased at a price of $50.00 + tax in increments of 6.
- **BK-100 Spare Buckets for Eco 5:** May be purchased at a price of $80.00 + tax in increments of 4.
- **RF-30 Replacement Filter Pack**: Includes 2 disposable filter cartridges with carbon included, good for 1 filter change. May be purchased at a price of $22.12 + tax and must be purchased in increments of 20.

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

Buyback Guarantee: Food Cycle Science will buy back any unsold units after a period of 1 year from the delivery date. All units must be in new and unopened condition. The municipality is responsible for return shipping to our warehouse in Ottawa, ON plus a $25.00/unit restocking fee.

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

Surveys / Tracking:

- The trial/survey period will be for 12 weeks starting on or before October 30, 2023.
- 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. The survey is to be provided by Food Cycle Science and approved by the Municipality of Barrington.
- The survey is to be administered either by the Municipality of Barrington or by Food Cycle Science, by request and with permission. All survey results are to be shared between the Municipality of Barrington and Food Cycle Science. The Municipality of Barrington shall ensure all personal information of participants is removed from any data ahead of sharing with Food Cycle Science.
- The Municipality of Barrington may administer additional touchpoints with participants at their discretion.

Report: At the request of the Municipality of Barrington, Food Cycle Science will prepare a report summarizing program performance including waste diversion, potential for expansion, and other factors deemed relevant by the Municipality of Barrington.

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.
- Food Cycle Science may provide a small number of spare FoodCycler™ units with the initial order to be used for replacements if/when required. The Municipality of Barrington would be tasked with assisting residents with replacements where necessary. Replacement units will be supplied at no cost to the municipality and may represent up to 2% of the total initial order. This represents our anticipated/accepted failure rates.
    - Any unused spare units remaining after the warranty period shall be donated to a local school, with priority given to schools participating in EcoSchools Canada programs.

Summary and Acceptance of Terms

Summary of pilot program costs:

Program Recommendation	Invoice Amount	→	Net Municipal Cost*
50 Households	$18,100	→	$6,850

**Including shipping estimate*

Terms Accepted and Agreed by the Municipality of Barrington:

Name / Title		Name / Title	
Signature	Date	Signature	Date

Food Cycle Science looks forward to working with the Municipality of Barrington to reduce the amount of food waste going to landfills in a manner that is convenient and cost-effective.

Sincerely,

Kassia Régnier
Bilingual Municipal Program Coordinator
kassiar@foodcycler.com | +1 613-861-1721

FOODCYCLE SCIENCE

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