

FOODCYCLER

by

FOODCYCLE  
SCIENCE

# FoodCycler® Municipal Solutions

The Future of Food Waste

# About Us

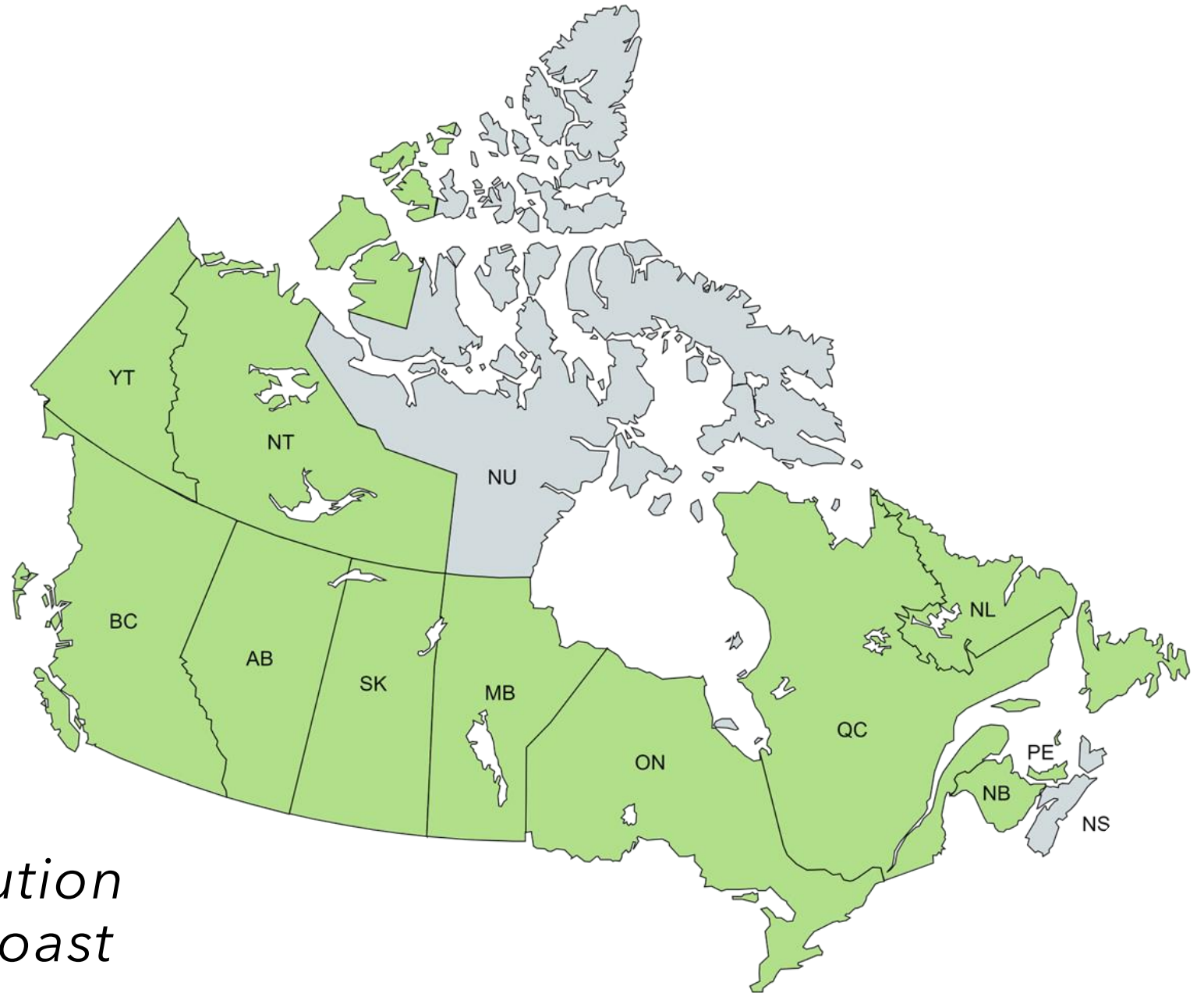


- Founded in 2011, based out of Ottawa, ON, Canada
- Products currently sold to over 30 countries
- Finalists in Impact Canada/AAFC's Food Waste Reduction Challenge
- Globe & Mail Canada's Top Growing Companies (2021– 2024)
- Deloitte Fast 50 CleanTech award winners (2021– 2024)
- Approved supplier with Canoe Procurement Group of Canada



# 150 Canadian Municipal Partnerships

- 9 Provinces
- 2 Territories



*A trusted Canadian solution  
from coast to coast to coast*

# The Problem with 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



# The Municipal Impact

## Landfill & Waste Cost

- ~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 and environmental contributor

## Environment

- Organic waste in landfills produces methane, which is 25 times more harmful than CO<sub>2</sub>
- 1 tonne of food waste is equivalent to 1 car on the road for a year



## Community

### *Food waste 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
- Service disruptions due to labour strikes, vehicle breakdowns, or inclement weather

## 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 odours
- 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

FoodCycler® makes food waste easy to deal with, right in your home.

- Easy to use
- Handles all types of food waste (meat, dairy, bones, pits, etc.)
- Only need a plug
- Consumes ~1 kWh power
- Cycle completed in 4-8 hours
- Resulting soil amendment has many beneficial uses



# Product Family

## FoodCycler® Eco 3



3.5 L

19.5 L

4-8 HOURS

0.9 kWh

REFILLABLE  
FILTER

1-3

VOLUME  
CAPACITY

UNIT VOLUME

PROCESSING TIME

POWER USAGE  
PER CYCLE

ODOUR CONTROL

HOUSEHOLD SIZE

## FoodCycler® Eco 5



5.0 L

28.9 L

6-8 HOURS

1.3 kWh

REFILLABLE  
FILTER

3+



# 90% Food Waste Reduction

Full bucket of wet,  
smelly food waste

3.5L / 5L



Handful of dry, sterile,  
odourless & nutrient-rich  
soil amendment

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)

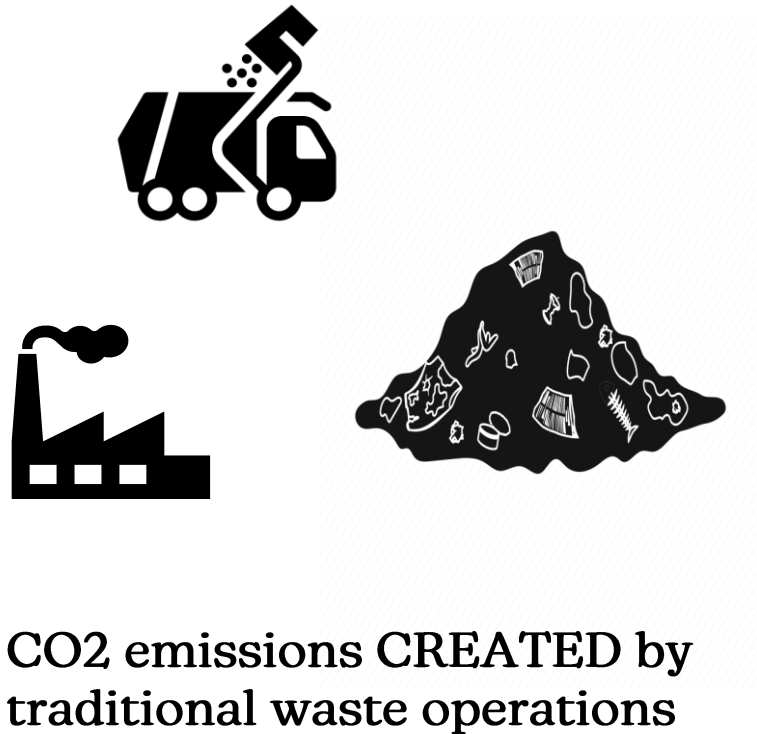
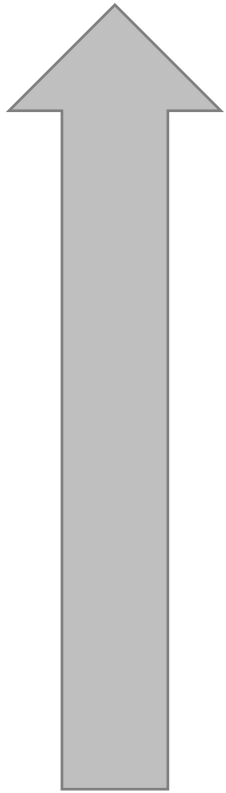
# Foodilizer™ Uses

The FoodCycler® by-product (we call it Foodilizer™) is a dry, sterile, odourless and nutrient-rich soil amendment with many beneficial uses and practical applications:

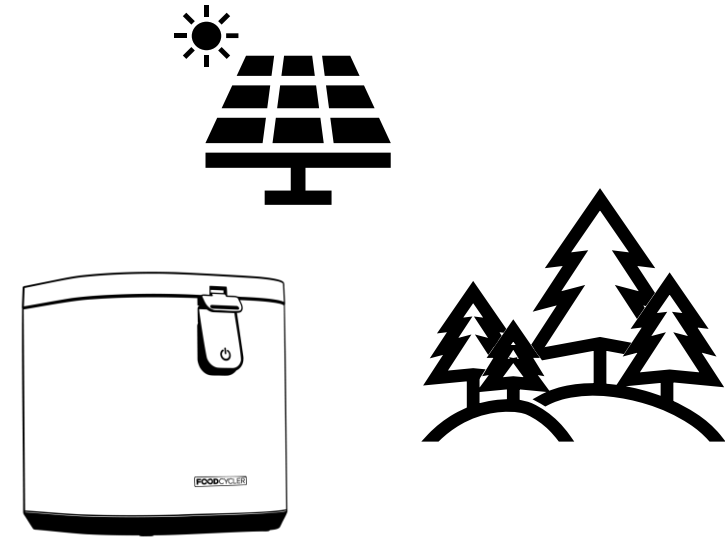
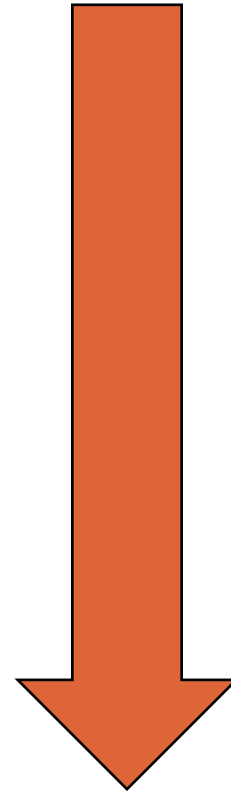
- Add to garden soil
- Add to backyard composter/tumbler/green cone
- Integrate to existing Leaf & Yard waste systems
- Drop off at compost site
- Drop off at a local farm
- Drop off at a community garden
- Add to Green Bin (if available)



# Environmental Impact = Net Negative

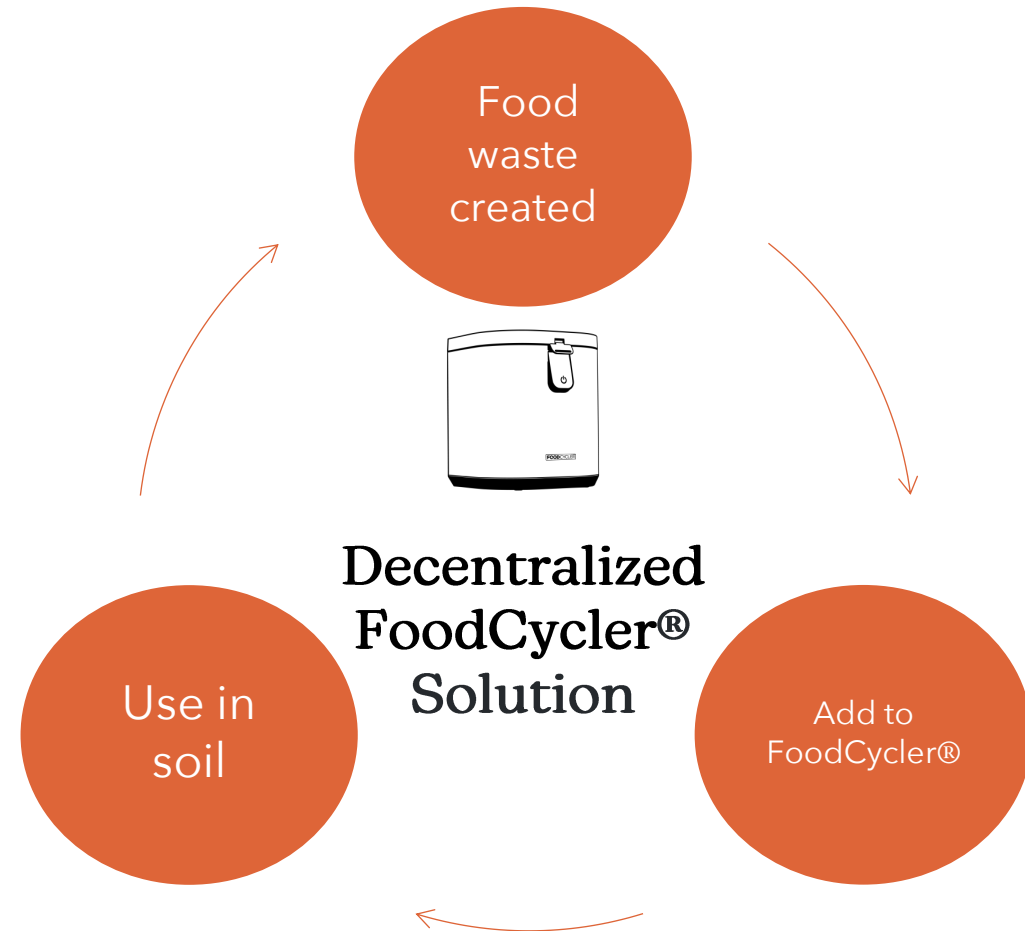


CO2 emissions **CREATED** by  
traditional waste operations



CO2 emissions **REDUCED**  
by offsetting

# Economic Impact



# Regulatory & Social Pressure

## The Time to Act 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

*“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)**



# Pilot Project Results



We've heard from...

10,000+

Households

80+

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®

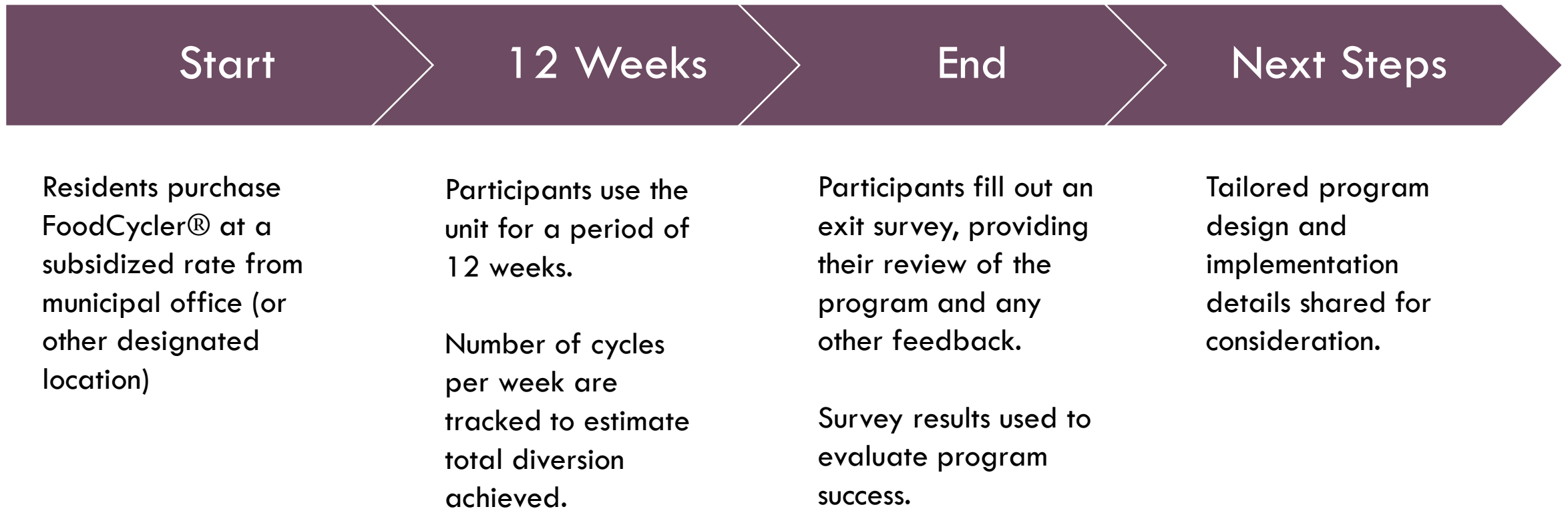
**Net New Diversion** **300 kg**

- Each participating household is estimated to divert 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

# Pilot Program Model



# Pilot Program Pricing



**FOODCYCLER®**  
**Eco 3**

\$ 6 0 0

-\$ 3 0 0

\$ 1 0 0

\$ 2 0 0

RETAIL PRICE

MUNICIPAL  
DISCOUNT

MUNICIPAL  
SUBSIDY

RESIDENT  
COST

\$ 8 0 0

-\$ 4 0 0

\$ 1 0 0

\$ 3 0 0



**FOODCYCLER®**  
**Eco 5**

# Pilot Program Sizes

Municipality Population	Pilot Scope	Municipal Investment
> 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**



# Why Partner With Us?

- Opportunity to trial a food waste diversion solution at a cost well below market prices
- Immediate impact of reduced residential waste volumes 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



# Thank You & Next Steps

- Receive presentation as information.
- If interested in partnering, please refer to staff for a report and recommendation to council.

**Maddy From**

Municipal Partnerships Representative

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