



Curbside Glass Recycling Program



Moving Communities Towards Zero Waste



Family-owned business founded in 2008 in Salt Lake City, Utah.

Started initially as only a recycling hauler.





Built a glass recycling plant in response to community need.



Serve 500+ Commercial and 8,000+ Residential Customers.



Curbside Program Overview



1. How Does It Work?
2. Program Modeling
3. Cost Analysis
4. Potential Program
5. Next Steps

How Does It Work?

Collect Glass



All Colors • No Cleaning

Receive Reminder



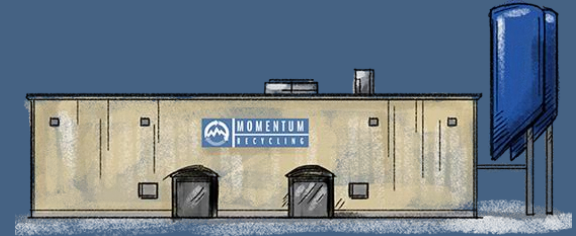
Phone • Text • Email

Monthly Service



Powered by Natural Gas

Glass Processed



Powered by Natural Gas

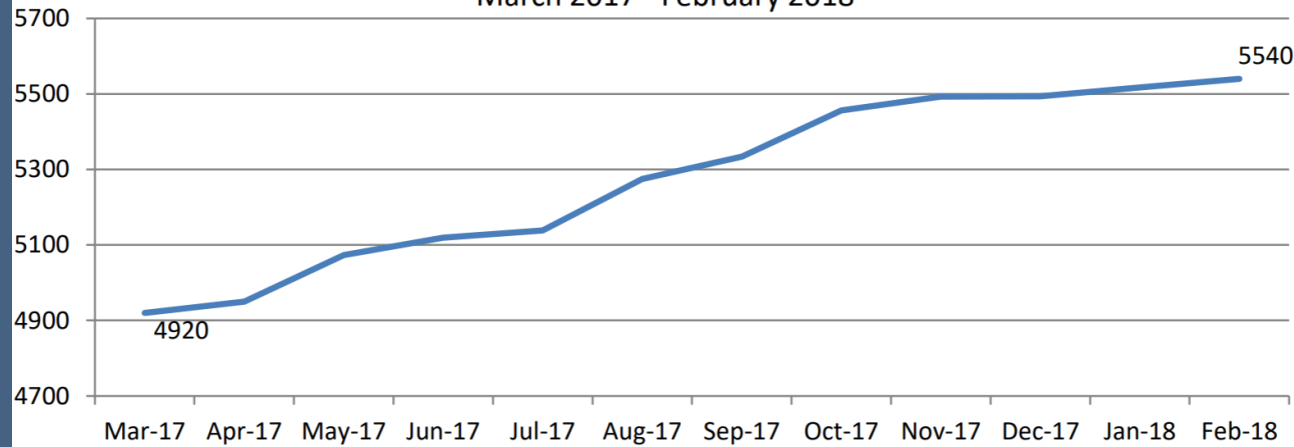
Month-to-Month: No Contracts

Steady YoY Growth Curbside Programs

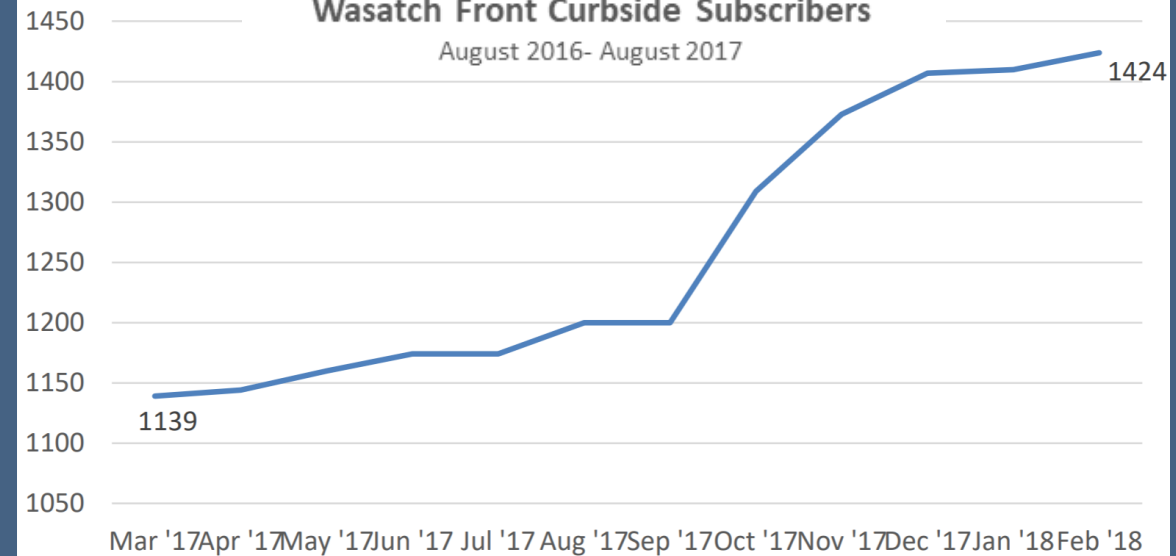
7,600+ Subscribers (as of April, 2019)



Curbside Subscriptions
March 2017 - February 2018



Wasatch Front Curbside Subscribers
August 2016 - August 2017



Program Comparison + Modeling



	Est. 2012	Est. 2015
Monthly Fee:	\$7.00	\$8.00
Activation Fee (bin):	-	\$45.00
Households (serviceable):	39,839	42,684
Subscribers (as of 4-10-18):	5,979	1,641
Participation Rate:	15%	3.84%
Route Performance:		
Billing:		
Bin Maintenance:		
Customer Service:	 	 

Program Comparison + Modeling



	Est. 2012	Est. 2015	July 1, 2019
Monthly Fee:	\$7.00	\$8.00	\$8.00
Activation Fee (bin):	-	\$45.00	\$25.00
Households (serviceable):	39,839	42,684	28,300
Subscribers (as of 4-31-19):	5,979	1,641	500 (est.)
Participation Rate:	15%	3.84%	2%
Route Performance:			
Billing:			
Bin Maintenance:			
Customer Service:			

Cost Analysis

Costs associated with a curbside glass recycling program are typical of other residential services →

Cost	Description
Route Performance:	Labor, Fuel, Maintenance, Insurance
Billing:	Processing, General Inquiries
Bin Maintenance:	Delivery, Removal & Replacement
Customer Service:	Missed Pickups, Misc. Inquiries



Fee structure in existing programs is a straightforward flat cost-per-subscriber billed to the City.

Cost Analysis



Bin Cost

Subscriber Cost: \$25.00

Wholesale Cost: \$39.80 (\$37.25 + \$2.55 tax)

Momentum Investment per Subscriber: \$14.80 per bin

- **Startup Costs:** 1st order of bins typically paid for by early adopter sign-ups leading up to launch.
- **Startup Fee Offsets Delivery/Maintenance:** The labor involved in building bins as well as to deliver/remove them is lessened by this fee structure.

Cost Analysis

Indirect Cost Savings

- **Reduced Tipping Fees** – by removing heavy glass from the waste stream, the City should realize some cost savings via reduced tipping fees.
- **Extend Landfill Life** – the area's landfills are nearing capacity. Once full, they will need to be relocated much further away, which will greatly increase waste hauling fees for residents. Recycling *today* delays those higher fees & prolongs the life of the landfill.



Trans-Jordan Landfill

Other Considerations



↑ Population

Census data is a bit old: estimates do not factor this in.

Non-Subscribers Still Access Glass Recycling

Public drop-off locations still available for residents to bring their glass for recycling.

Residents Love It!

The service's fan base is now widespread in the valley.

Thanks For Your Time!

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