

# Scaling Up

RUST BELT  RIDERS



# Our Business Model



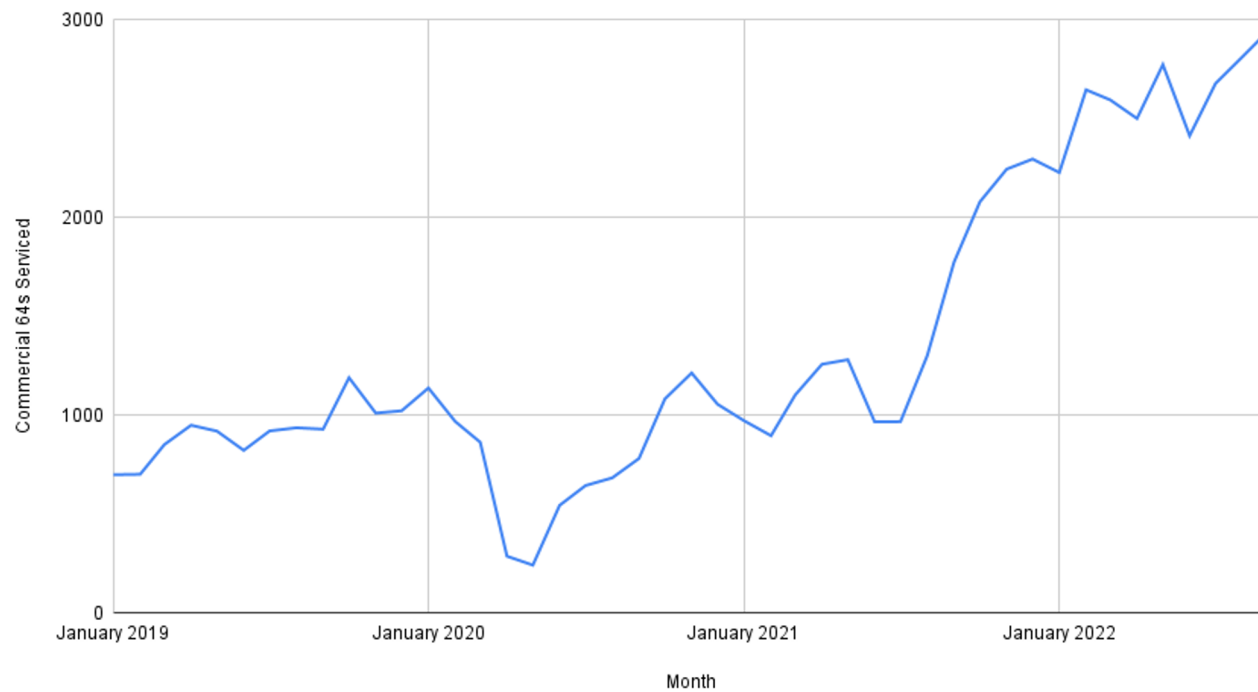
-Commercial collections began in 2014

-Residential collections and Tilth soil were established in 2019

-We officially became a worker cooperative in 2021!

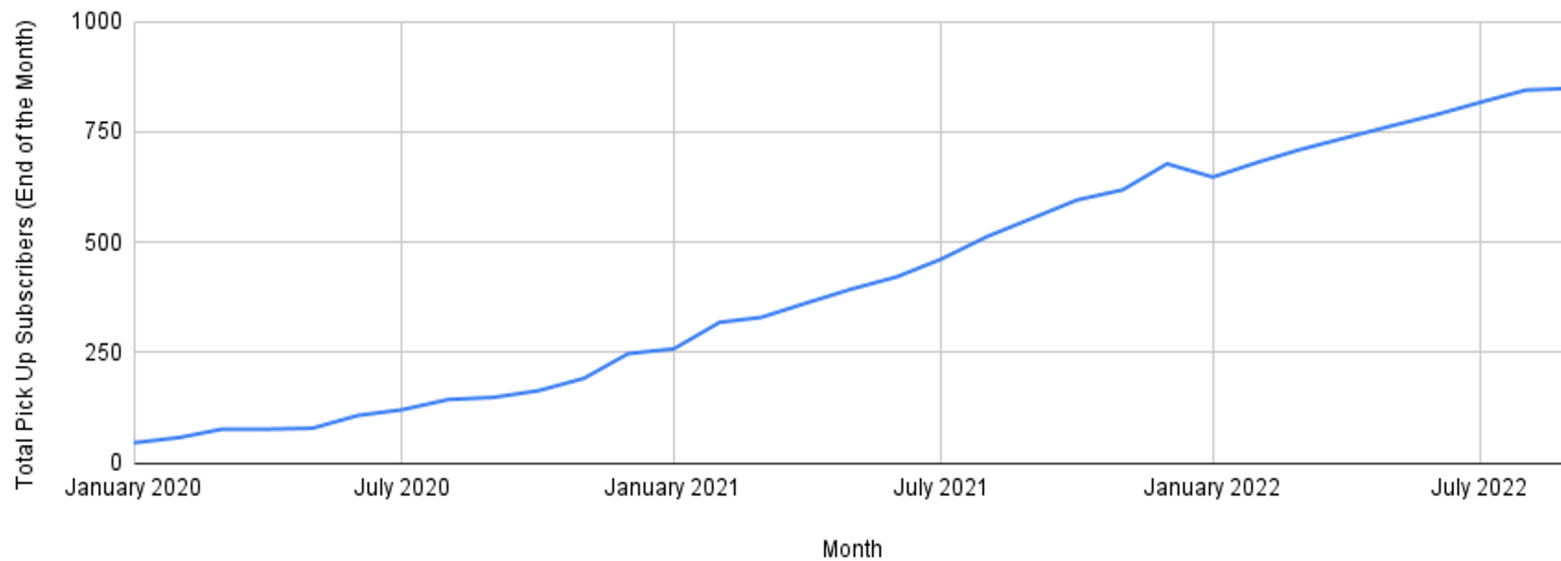
# Commercial Hauling Growth

Commercial 64s Serviced vs. Month



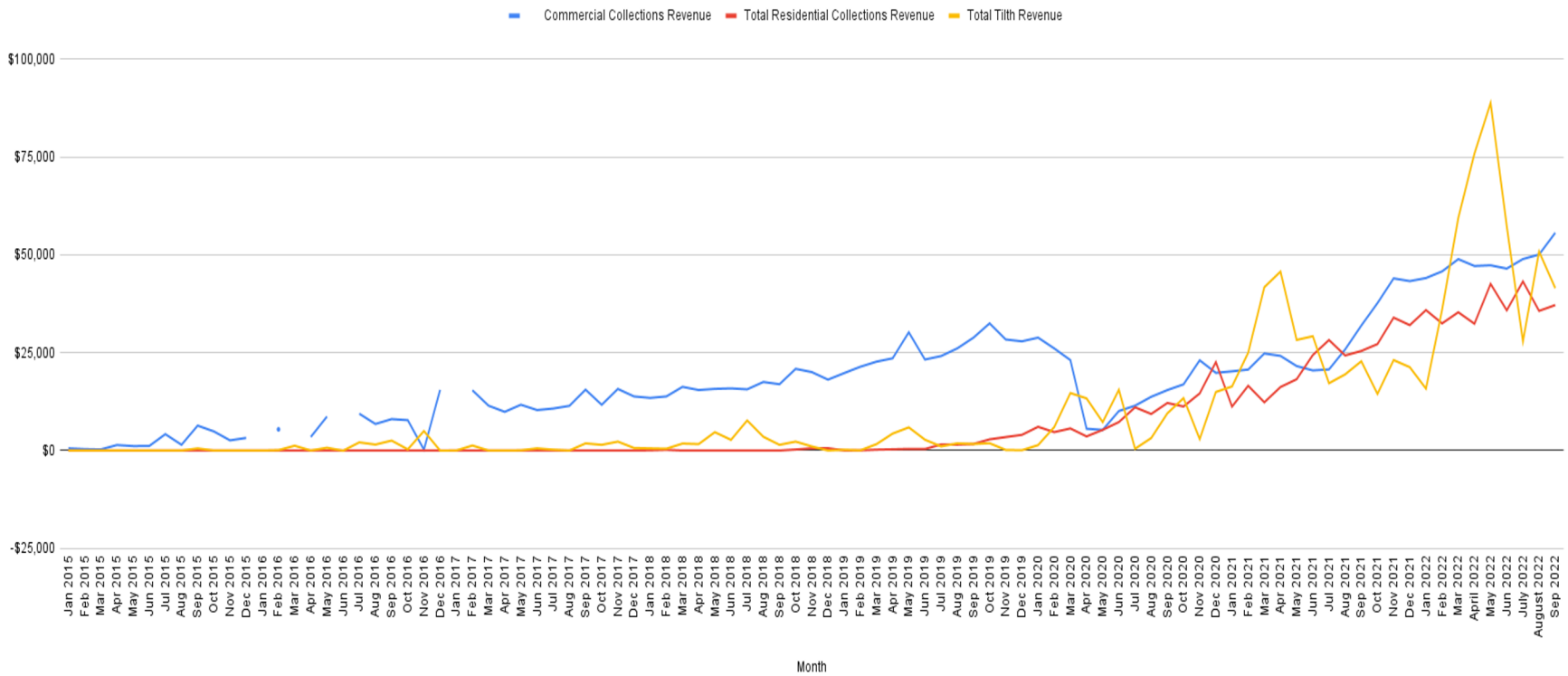
# Residential Curbside Growth

Total Pick Up Subscribers (End of the Month) vs. Month



# Revenue Across the Business

Commercial Collections Revenue, Total Residential Collections Revenue and Total Tilth Revenue



## No metric for tons of foodscraps processed?

We are not composting our own material right now- scaling composting has come in fits and starts, and with A LOT of set backs.

Here are some iterations of what that has looked like:



A tale of three sites:

# De-coupling soil blending, composting, and hauling

-Building tipping fees into our hauling business model means we are not relying on needing to process any of that material ourselves.

- This is a particularly useful option for non-NOP material

- Without a very established composting operation, composting all our own scraps is a vulnerable approach

-Partnering with a larger operation to make our compost has allowed us to bridge a gap in scale that we could not

- Provided essential material for our soil blends, allowing us to scale soil blend production and revenue as well as focus our resources on scaling soil blends

-We will likely continue to have a hybrid approach that includes transferring non-NOP scraps to another composter, leveraging their scale through partnership to bridge demand gaps for compost, and composting as much as possible ourselves



Why  
scale?



To rescue more foodscrap?

To reach a larger  
community?

To achieve profitability?