



Reunity
Resources

Reunity Resources

Reunity Resources is a non-profit organization with a zero-waste mission:

it's our goal to reunite our waste streams with value for our community.

Reunity Resources collects **food waste** from area schools and restaurants, then uses a simple innovative system to create high-nutrient **compost**, and is now expanding to operate a **community farm** on land regenerated by that very compost.



Your Food's Journey

Do you know what happens when you've finished your lunch?

First, you eat your food to have energy for the day!

Then, you separate your waste carefully into bins for compostables, liquids, recyclables and trash.

We care for the compost for two months and then, what was once your lunch is ready to grow new food to eat!



Next, your friendly and helpful custodial staff bring the food scraps to a big green bin outside.



After that, Reunity Resources comes to pick up the food scraps and leave a clean, empty green bin in place of the full one.

Air, water, food waste and helps the micro-organisms in the food waste, mulch, and manure break down, creating compost.



We make long, tall piles called windrows, and we use a special system of pipes and fans to inject air into the pile.



Then, we dump all the food scraps at our composting site, mixing it with woody mulch and horse manure.

How to Create Local Markets

We began with only EIGHT restaurant clients--this is only possible if equipment costs are low! We use a pick up truck with lift gate and a simple aerated static pile system.



Once we were operational, DIRECT SALES to restaurants we identified as low hanging fruit was our most successful market building tool

Low Hanging Fruit

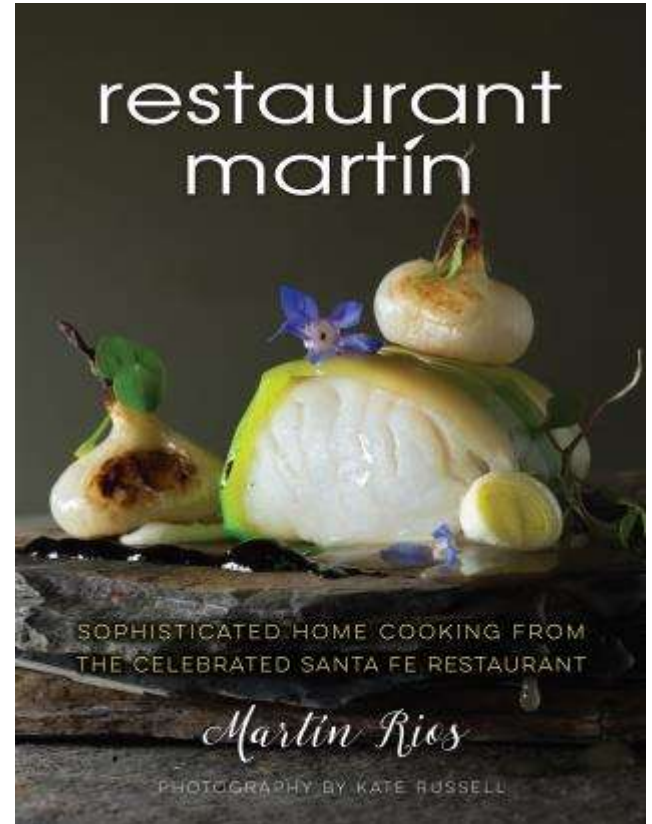
Freestanding (not strip malls due to shared trash costs amongst tenants)

Locally owned (easier to find the person with authority to implement the change)

Marketing themselves as green/local

Using cart service rather than dumpster service for city trash collection

Any personal connections



Full Cost Accounting



Collecting commercial food waste does not do itself. It is NOT a free service.

While we would have had greater adoption rate at inception with a free program, we may not still be in operation today.

Design a program that pays for itself!

(Ask NextGen about it while you're here...)

Sustainable growth is often slow...

- *DIY/Bootstrapping at beginning before hiring staff possible
- *Used equipment/Occam's Razor
- *Shared Infrastructure (first, hauling only to other composter)
- *TEST before we invest
- *Community presence at events, radio shows, talks, etc.
- *Time builds confidence in the operation and makes an easier sell

With an established program came Institutional



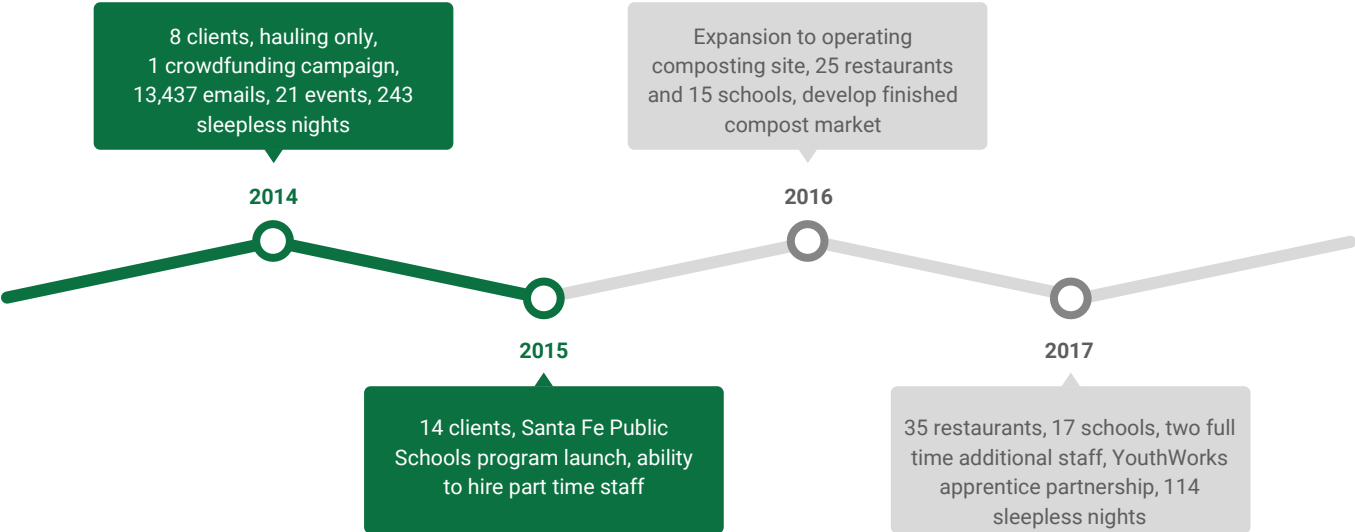
Santa Fe Public Schools

Thank you to Lisa Randall, Sustainability Program Coordinator for SFPS!

Go see her speak, 11:15 a.m. tomorrow morning!



Four Years of Local Market Building



2018

Aiming to expand to ten more schools with SFPS

Selling compost at the rate of creation

Expansion to community farming and food justice programming



Why Organics?

Optimal Localized Market! Only functions within about a 60 mile radius.

Diverts approximately 30% of waste stream.

Creates two revenue streams: collections and products. Potential for more.

Organics diversion can reduce methane emissions in landfills, and compost application to desertified soils sequesters carbon from the atmosphere.

It'll make you *popular*.



www.reunityresources.com