



Reunity Resources



Juliana Ciano, Program Director  
[juliana@reunityresources.com](mailto:juliana@reunityresources.com)

# 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 operates 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.

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



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

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.



# Commercial Composting at Reunity



# Doorstep at Reunity



*We divert over 5 million pounds of food scraps and wood waste from the landfill annually, preventing noxious methane production in the landfill and instead creating nutrient-dense, water capturing compost to rebuild the health of our desertified soils.*



Household composting is an easy way for anyone to reduce their carbon footprint and make a difference with climate change. It's also a great way to reduce the amount of household trash that goes to the curb each week, while keeping valuable biological resources in our community, where they can be used to grow high-quality local food.

Each year, this program:

- Collects food waste from approximately 25 schools and 30 local restaurants and institutions
- Prevents 573 metric tons of CO2 equivalent generated in the landfill annually/equivalent of 124 cars being permanently removed from the road in the food waste mitigation alone



In 2022, this program:

- Collected food waste from over 500 homes participating in the greater Santa Fe area
- Added 85 new households to our doorstep collection program
- Installed over 150 Backyard Compost systems in partnership with the City of Santa Fe



# Soil Yard at Reunity Farm



*High-quality compost can be challenging to create via backyard systems in our arid Southwest climate. While Reunity offers a range of educational resources designed to help individuals do just that, we also offer local gardeners the convenience of purchasing high-quality compost created here at the farm from local food waste—along with garden soil, potting soil, mulch, and various soil amendments.*

Average annual impact includes:

- 1.5 million pounds of food waste diverted from the local landfill annually.
- The avoidance of 573 metric tons of CO<sub>2</sub> equivalent that would be produced if these resources would up in the landfill.
- Approximately 2000 cubic yards of finished compost applied to soils in our community
- Supports 14 school gardens with compost and garden soils



Feed Hungry People

Feed Animals

Compost

Landfill

Most preferred  
use of excess food

# 40%

Of average household “trash” is actually compostable.





# Who Cares?

Composting is one of the most effective individual and community scale actions that can be taken to mitigate climate change. It directly

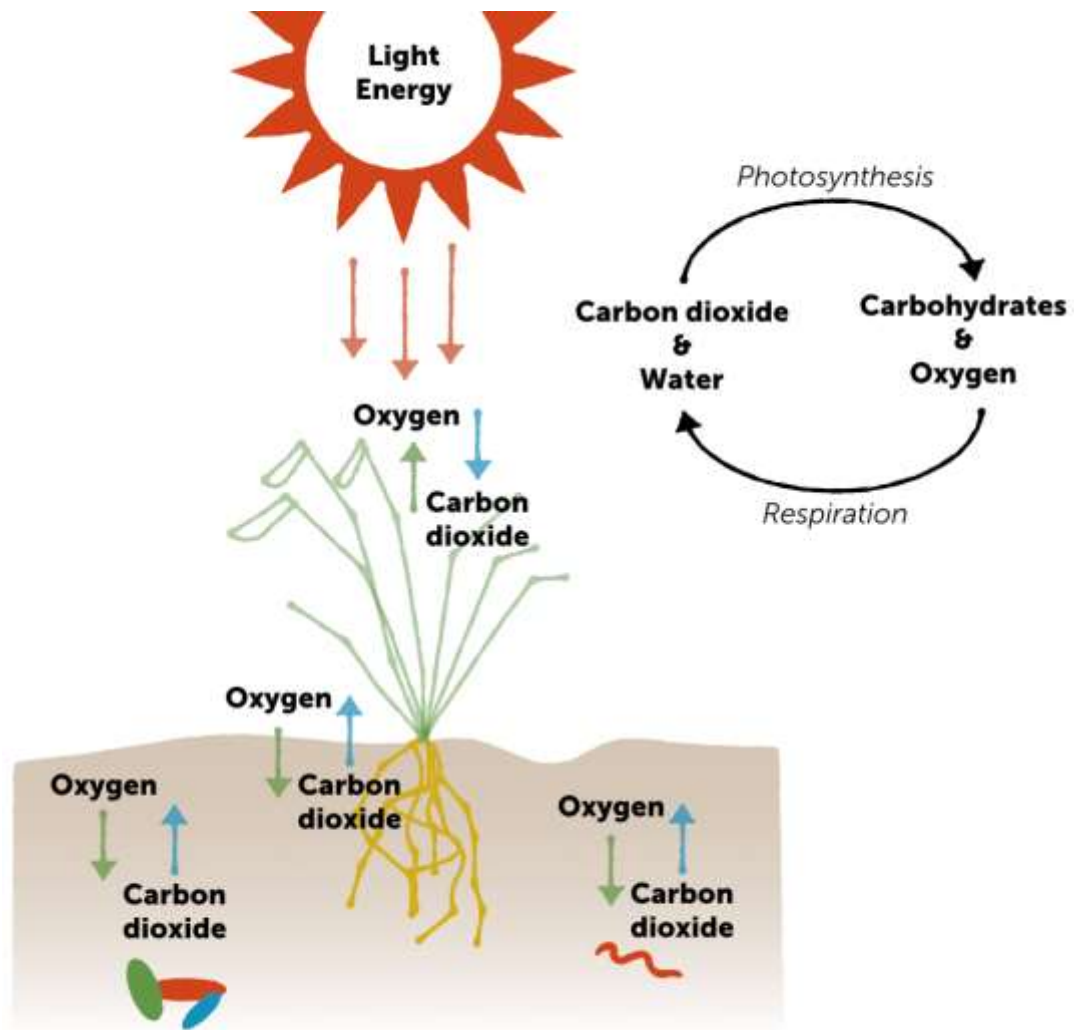
- Decreases methane emissions in landfills
- Increases carbon sequestration in healthy soils

And indirectly

- Reduces truck transportation in both solid waste management and food systems as more food can be produced locally in healthy soils

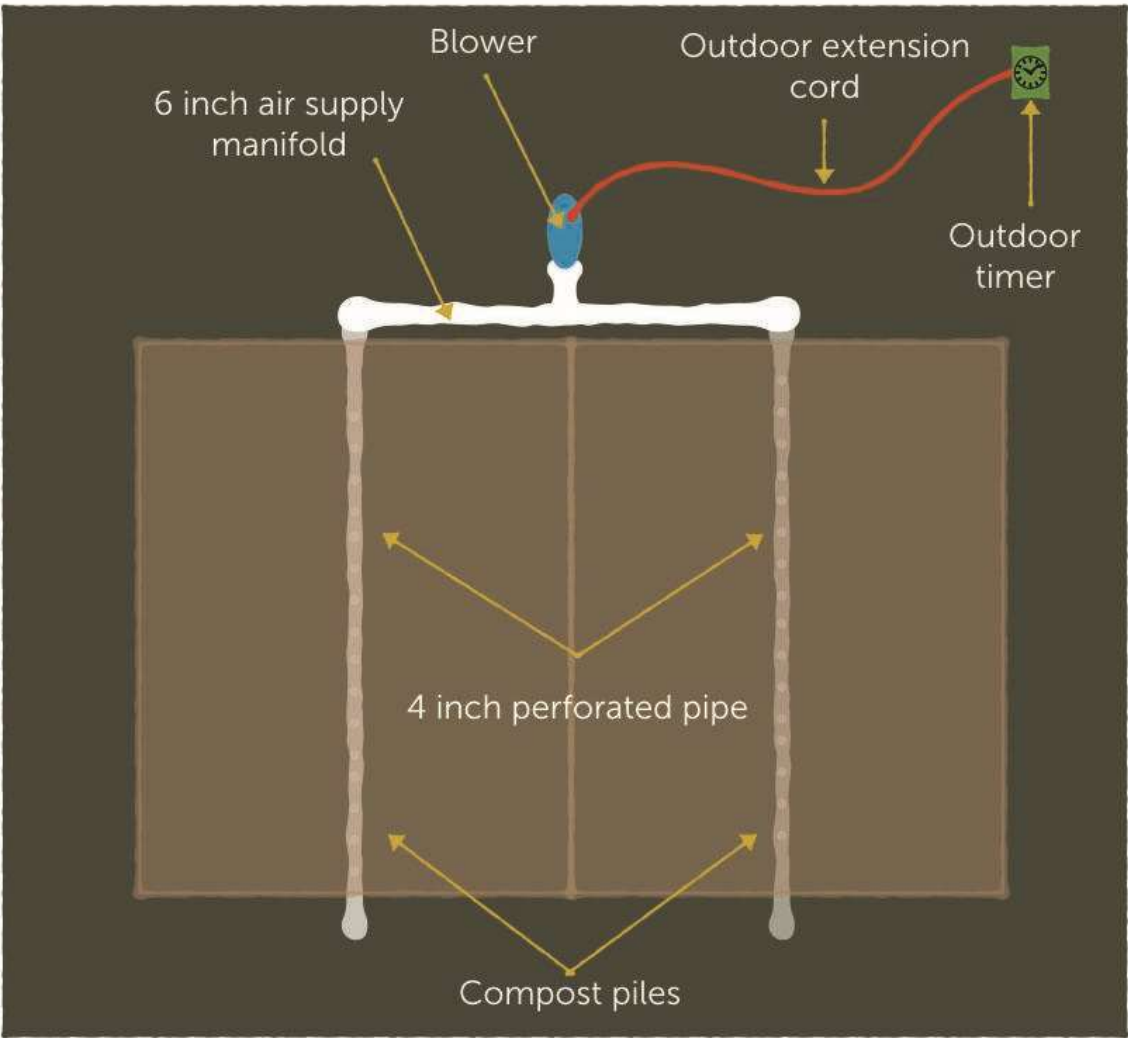


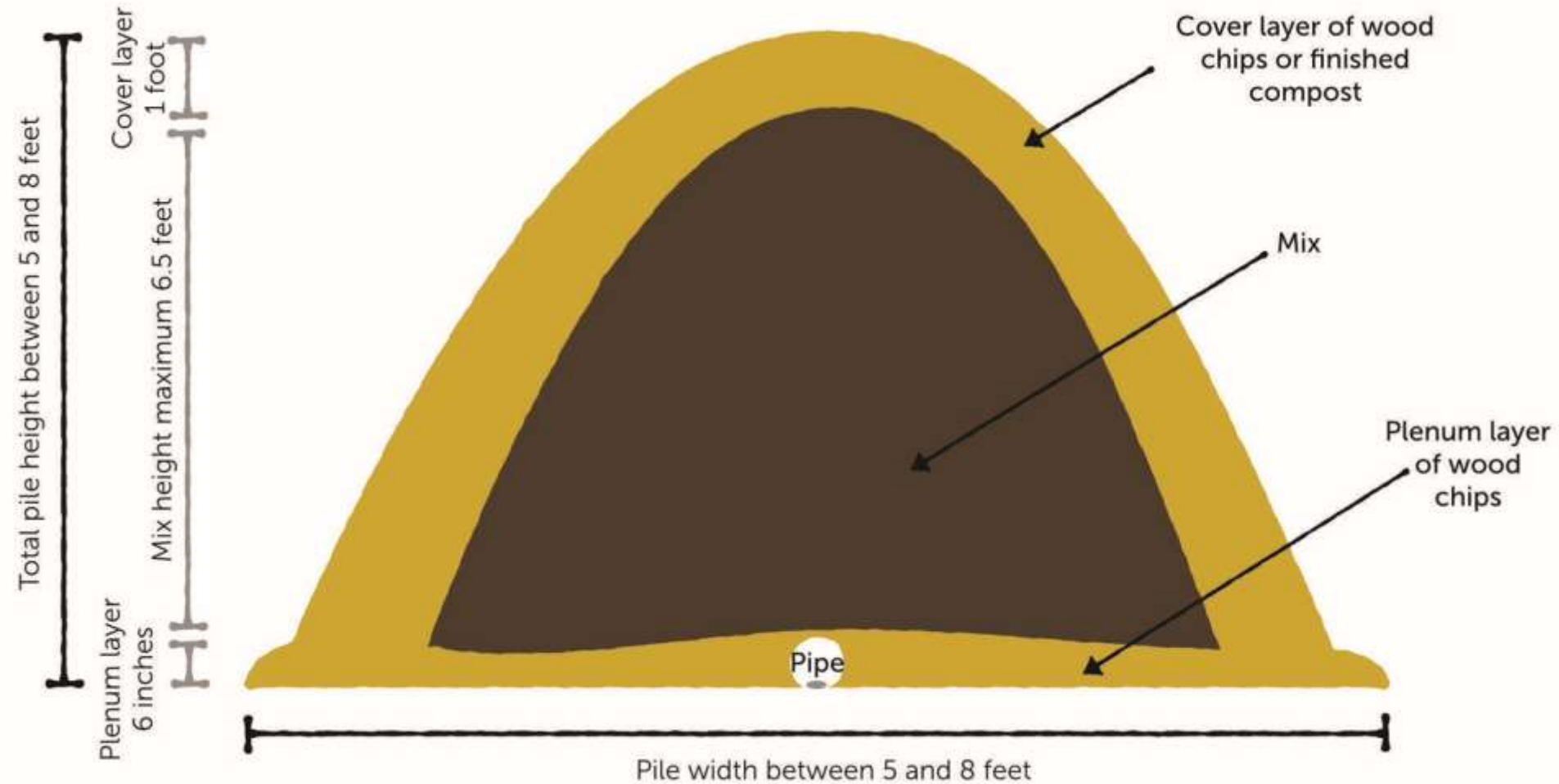




Aerated Static Pile Composting; 5 million pounds of food+wood waste/year on one acre









# 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

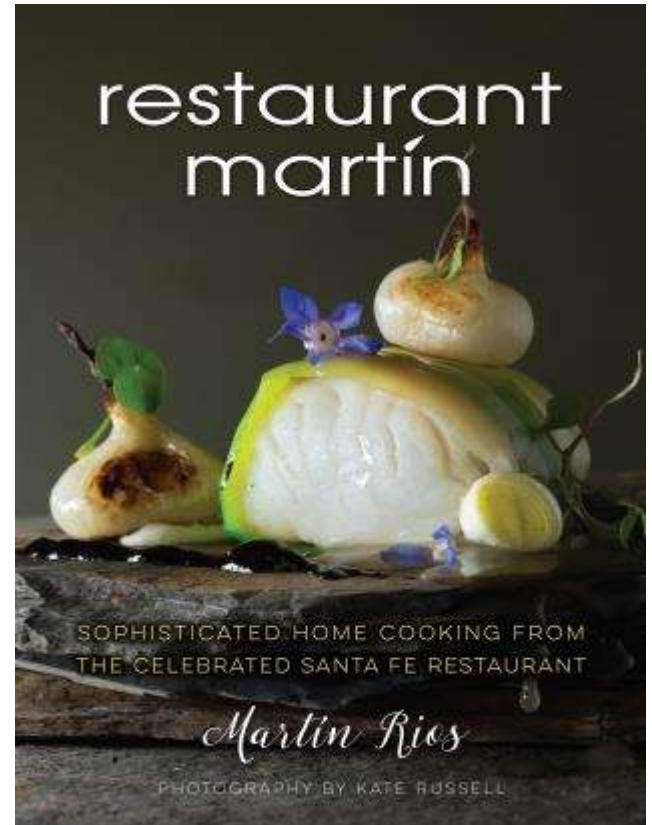
Freestanding (not strip malls due to shared trash costs amongst tenants)

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 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





# Institutional Allies



# 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*.



# Economic Growth

Our organics collection and compost management program has grown from one part-time staff member to 5 full-time equivalent staff members year-round.

In 2020, we added in a Doorstep Compost Collection program that started with 30 households and a few part-time hours...it now serves 550 households and employs 2 full-time equivalent staff.





# 2023: Ten Inter-related programs!







[www.reunityresources.com](http://www.reunityresources.com)