WasteZero
Save Money. Reduce Waste.

Helping Underserved Communities with Sort By WZ

America's Recycling Deserts

A collection system tailored for underserved communities — built on WasteZero's Sort system.

Presentation for NERC

WasteZero | NERC— October 2026



History of Real Results

B-Corp, mission-driven organization

Managing programs in over 500 communities

National leader in Pay As You Throw

Innovative New Programs:

Sort by WZ Flex by WZ Trak by WZ

WasteZero®
Save Money. Reduce Waste.

Certified B Corporation

Top 10%
of B Corps 'Best for the Environment'

500+
Communities Serviced

30+
Years Providing Solutions

***$2.2B**
net financial impact delivered

18B lbs
of waste diverted from landfills

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INNOVATING WASTE REDUCTION

Flex by WZ

Residents can choose to lower their trash fee:
Only pay per bag
OR
Continue paying full fee with Max Trash sticker



Trak by WZ



Successful recycling programs through accountability & rewards.
QR coded bags link recycling contents directly to the individual or group for fundraisers & targeted collection

- Textiles
- Bottles & cans
- Hard to recycle plastics

Sort by WZ

Residential recycling for 1/6 the cost:
Organics, trash bagged separately, and placed in same bin.
Bags sorted at collection facility for proper disposal.



THE PROBLEM

What Is A Recycling Desert?



A municipality/region with little to no access to recycling facilities or services. In most cases services were eliminated due to budget cuts.

- Blue bins
- Transfer stations
- Bottle return

Recycling costs continue to rise, making renewed service impossible for most communities.

THE ISSUE

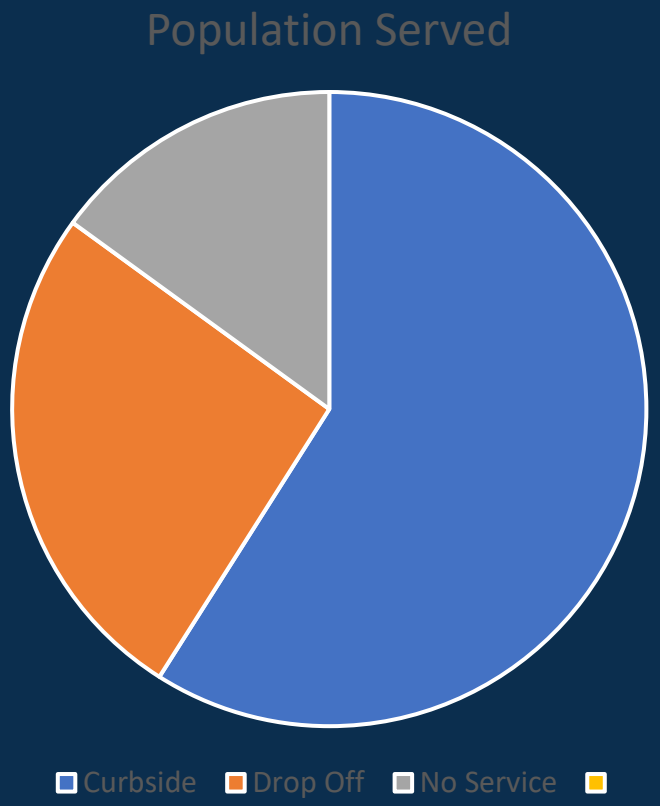
Community Recycling Options

Curbside 59%

City/Countywide Curbside Recycling is the most convenient way to capture recycling at scale. Because it requires a separate route it has proven cost prohibitive for some communities.

Drop Off 26%

Municipal residents have access to a public drop off or transfer station for recycling services.

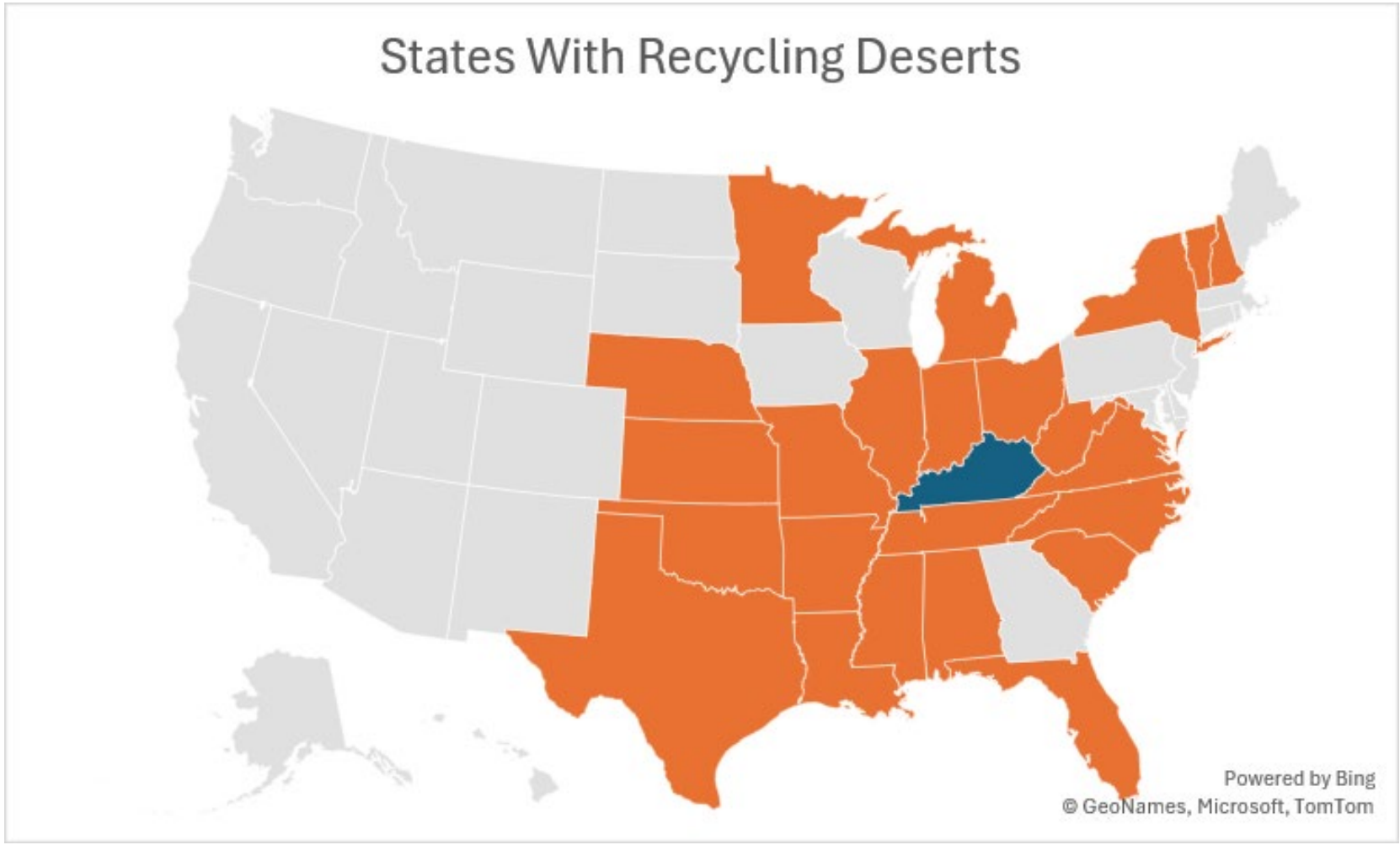


Recycling Deserts 15%

No easily accessible access to recycling services.

THE PROBLEM

Where are the majority of Recycling Deserts



Recycling deserts are scattered across the U.S., especially in rural, low-income, and underserved communities.

Kentucky
Florida
Ohio
Alabama, Louisiana and Mississippi
- among the five states with residential recycling rates below 10%

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THE OPPORTUNITY TODAY

Sort by WZ



Curbside recycling/organics collection for 1/6 the price of an additional route.

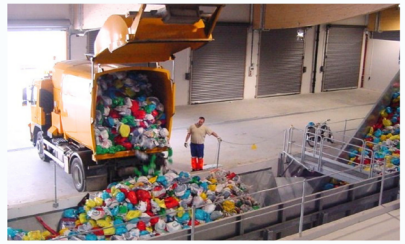
CURBSIDE COLLECTION IN 3 EASY STEPS

Bag It



Residents fill official bags with recycleables and place in their trash cart for regular pickup

Sort It



Bags sorted at co-collection facility near current trash disposal location

Recycle It



Separated bags sent to processing facility according to their material.

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Sort by WZ

The Opportunity Today

Economics & Funding

Co-collection is the most cost-effective option for recycling collection.

At 1/6 the cost of a collection route, muni's can finally afford to offer curbside collection.

At $10-15 per household per year, there are easy ways for municipalities to offset the cost.

01



Net Tip Fee Differential of Diverted Organics

Varies by region

02



Per Bag Revenue

From food scraps or trash bags.

03



High Demand Commodities

- 7% Textiles
- 6% HTR plastics
- 4% Aluminum

CO-COLLECTION IN ACTION

Europe

Linkoping, Sweden

Trash and Organics Co-Collection (Blue Bag Program), Multiple Municipalities



Tromso, Norway



Trash and Recycling Co-Collection

Eskilstuna, Sweden

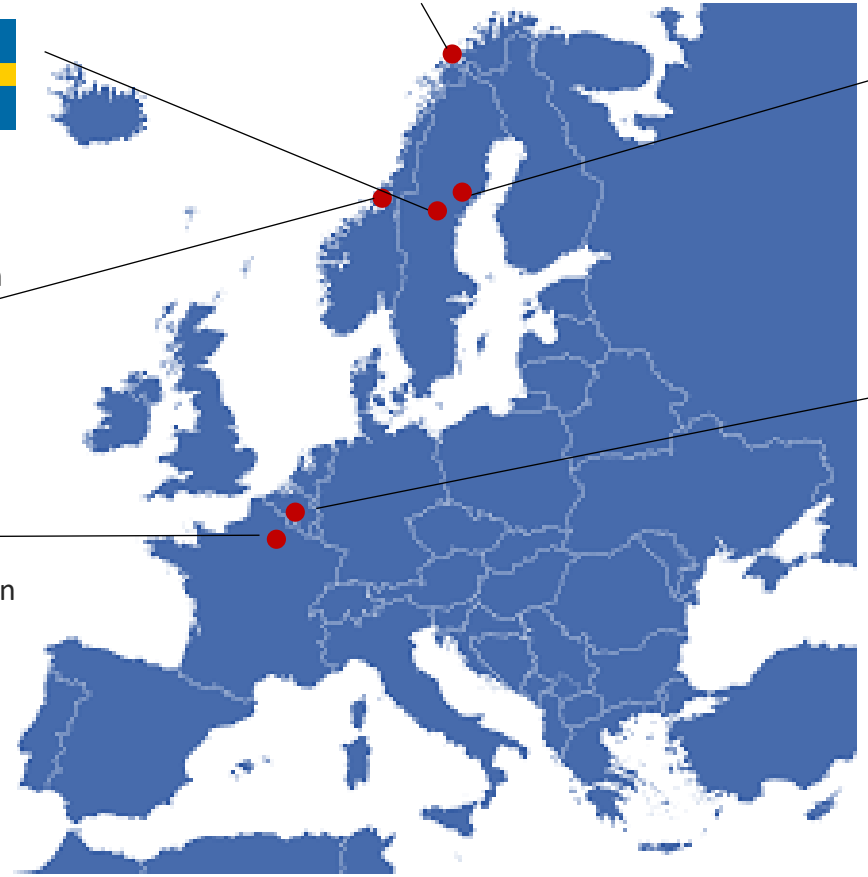
Trash and Recycling Co-Collection, Multiple Municipalities



Oslo, Norway

Trash and Recycling Co-Collection





BELGIUM:

Brussels, Flanders, Wallonia

*Full PAYT in line with market prices



Forbach, France

Trash and Recycling Co-Collection



CO-COLLECTION IN ACTION

Europe

Proven, scalable performance.





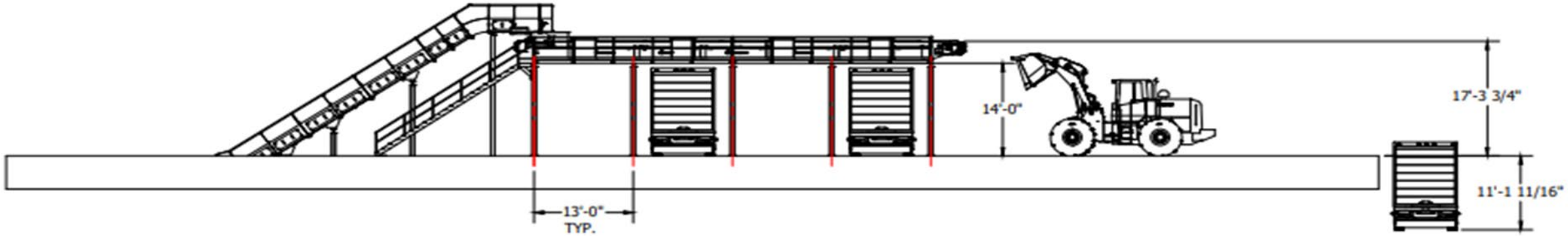


CO-COLLECTION IN ACTION

New Haven, CT

Applying lessons learned from Europe & U.S.A systems to construct a cost-effective, simple & scalable co-collection facility.

- New Haven to build composting and food scrap diversion facility with $3M grant
- Simple sort system on existing Solid Waste Authority footprint
- Minimal resources: 2 conveyors, 2 motors
- Proposed start date Spring 2027: minimal time to make operational



CA-01 WASTE ZERO 4 BAY

THE VISION

The Growing Future of Co-Collection



Changing markets in 2018 increased the cost of recycling. Co-collection programs give communities an affordable solution and the opportunity to educate the public on waste & recycling.

Once a sort facility is in service, it is easy to add more materials (like food scraps) to increase services and divert from the waste stream

- Food scraps: 22% waste stream
- Aluminum: 1.3% waste stream
- Textiles: 7% waste stream
- Hard-to-recycle plastics: 4% waste stream (foam, film, rigid plastics)

Thank you!

MARK DANCY
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