



General Membership Meeting

April 20, 2023
7:00 pm

Agenda

- Welcome
- Auditor's Report
- Operational Report
- Chairman's Report
- New Business
- Adjournment





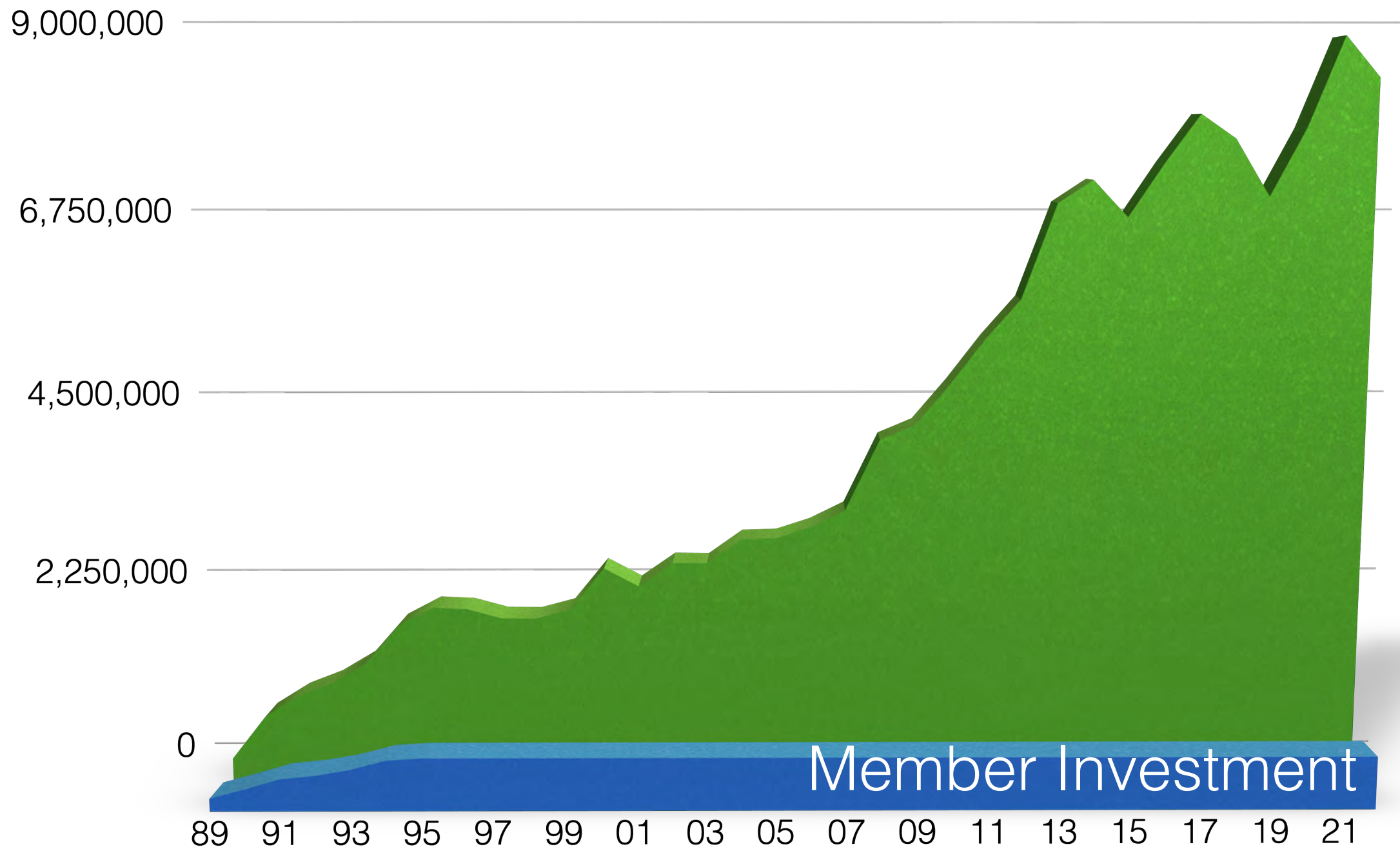
2022 Auditor's Report

Bluewater Recycling Association

Financial Position

Year ended December 31	Operating Fund	Capital Asset Fund	Capital Reserve Fund	Total 2022	Total 2021
ASSETS					
Current Assets					
Cash and cash equivalents	\$ 1,063,549	\$ 94	\$ 20,920	\$ 1,084,563	\$ 1,515,658
Investments (Note 2)	-	-	479,948	479,948	-
Accounts Receivable (Note 3)	1,707,899	-	-	1,707,899	1,708,496
Inventory (Note 4)	208,479	-	-	208,479	187,421
Prepaid expenses & deposits	705,140	-	-	705,140	103,298
	3,685,067	94	500,868	4,186,029	3,514,873
Investments (Note 2)	-	-	117,713	117,713	1,055,967
Capital Assets (Note 5)	-	12,250,101	-	12,250,101	10,832,895
	-	12,250,101	117,713	12,367,814	11,888,862
	\$ 3,685,067	\$ 12,250,195	\$ 618,581	\$ 16,553,843	\$ 15,403,735
LIABILITIES					
Current Liabilities					
Accounts Payable and accrued charges (Note 6)	\$ 1,546,157	\$ -	\$ -	\$ 1,546,157	\$ 1,296,548
Interfund loans (advances)	2,138,910	-	(2,138,910)	-	-
Current portion of long term debt (Note 7)	-	2,999,536	-	2,999,536	2,568,518
Current portion of obligation under capital lease (Note 8)	-	635,960	-	635,960	453,808
	3,685,067	3,635,496	(2,138,910)	5,181,653	4,318,874
Long Term Debt (Note 7)	-	1,852,911	-	1,852,911	1,266,891
Obligation under capital lease (Note 8)	-	1,214,735	-	1,214,735	1,041,730
	3,685,067	6,703,142	(2,138,910)	8,249,299	6,627,495
Commitments (Note 9)					
FUND BALANCES					
Invested in capital assets	\$ -	\$ 5,547,053	\$ -	\$ 5,547,053	\$ 6,025,886
Internally restricted	-	-	2,757,491	2,757,491	2,750,354
	-	5,547,053	2,757,491	8,304,544	8,776,240
	\$ 3,685,067	\$ 12,250,195	\$ 618,581	\$ 16,553,843	\$ 15,403,735

Investment vs Equity

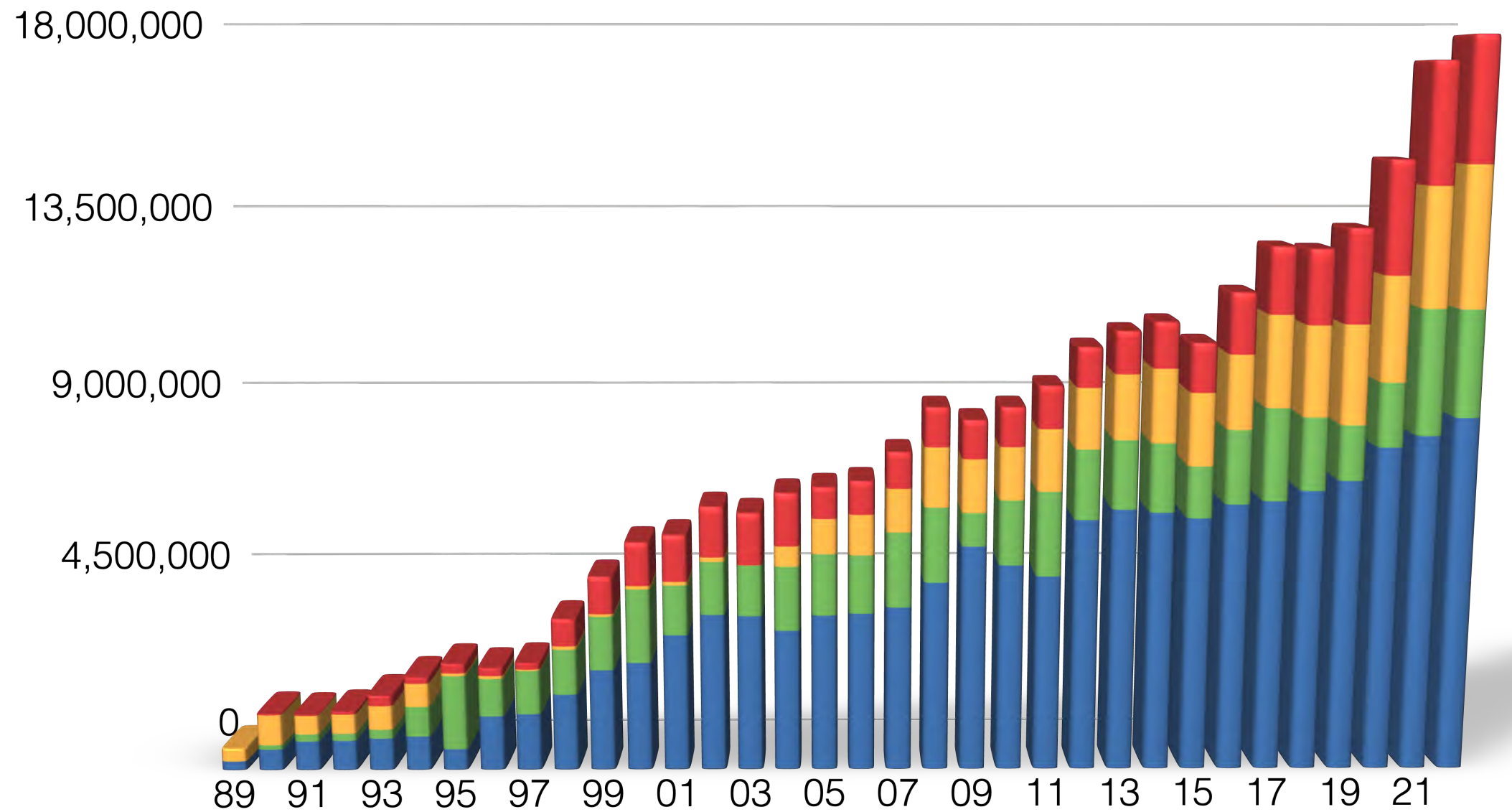


Fund Operations

Year ended December 31	Operating Fund		Capital	Restricted Funds		Total
	2022	2021	Asset 2022	Capital Reserve 2022	Total 2022	Total 2021
Revenue						
Municipal services	\$ 8,700,009	\$ 8,261,788	\$ -	\$ -	\$ -	\$ -
Commodity sales	2,591,415	3,043,427	-	-	-	-
Operating grants	3,398,277	2,885,227	-	-	-	-
Commerical operations	1,912,962	1,712,189	-	-	-	-
Other Income	1,074,767	1,183,103	-	-	-	-
	17,677,430	17,085,734	-	-	-	-
Expenses						
Cost of Sales - recyclables & freight	833,219	683,244	-	-	-	-
Disposal fees	1,667,046	1,578,330	-	-	-	-
Administrative expenses (Schedule)	1,286,980	1,018,736	-	-	-	-
Collection expenses (Schedule)	8,401,574	6,861,940	-	-	-	-
Processing expenses (Schedule)	3,034,444	2,952,096	-	-	-	-
Interest on long term debt	-	-	215,439	-	215,439	205,558
Amortization of capital assets	-	-	2,702,509	-	2,702,509	2,761,678
Loss (Gain) on disposal of capital asset	-	-	7,915	-	7,915	(15,452)
	15,223,263	13,094,346	2,925,863	-	2,925,863	2,951,784
Excess (Deficiency) of Revenue Over Expen	2,454,167	3,991,388	(2,925,863)	-	(2,925,863)	(2,951,784)
Fund Balance, Beginning of Year	-	-	6,025,886	2,750,354	8,776,240	7,736,636
Interfund transfers	(2,454,167)	(3,991,388)	2,447,030	7,137	2,454,167	3,991,388
Fund Balance, End of Year	\$ -	\$ -	\$ 5,547,053	\$ 2,757,491	\$ 8,304,544	\$ 8,776,240

Revenue

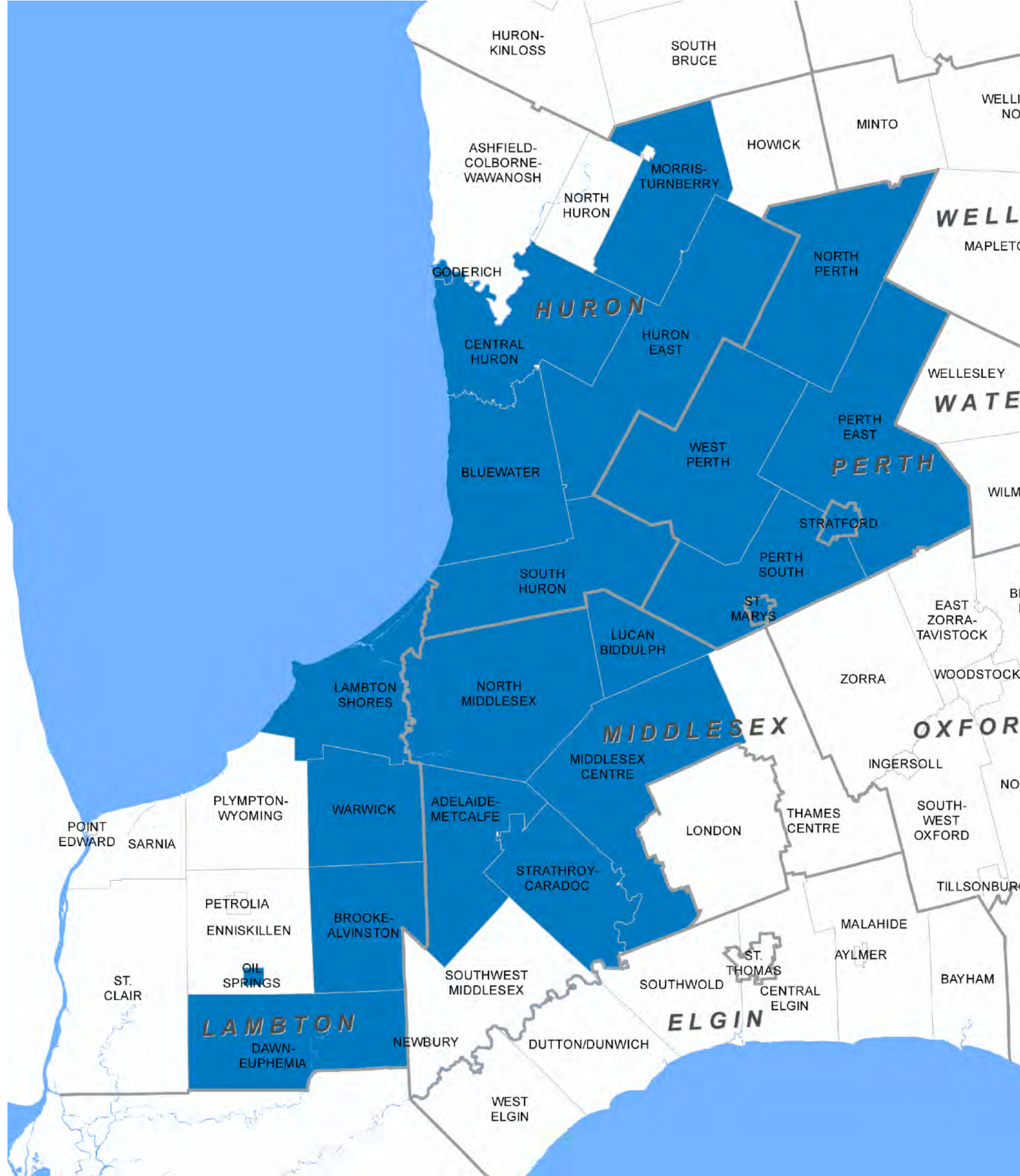
■ Municipal Sales ■ Commodities ■ Grants ■ Other





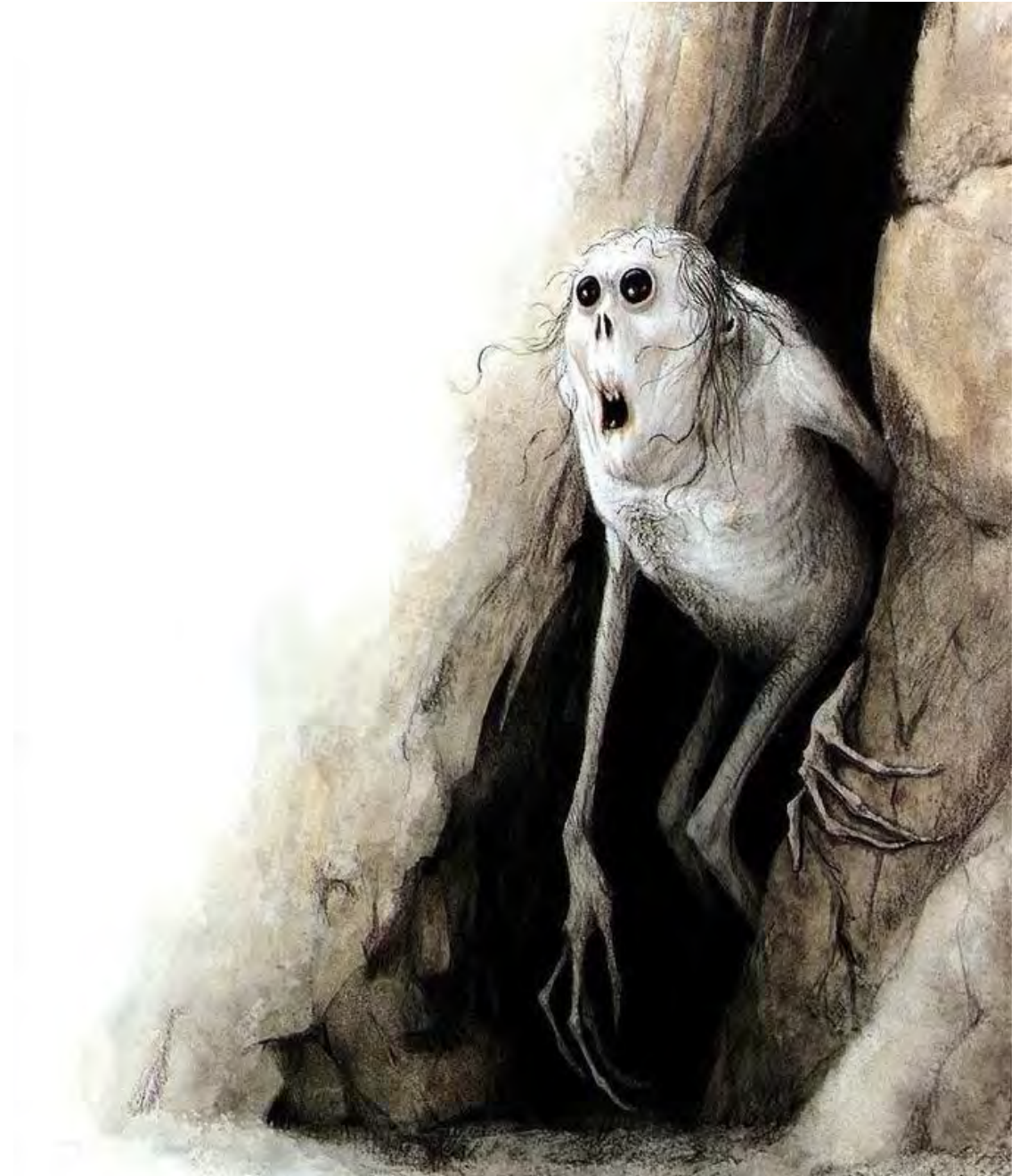
Operational Report

Service Area

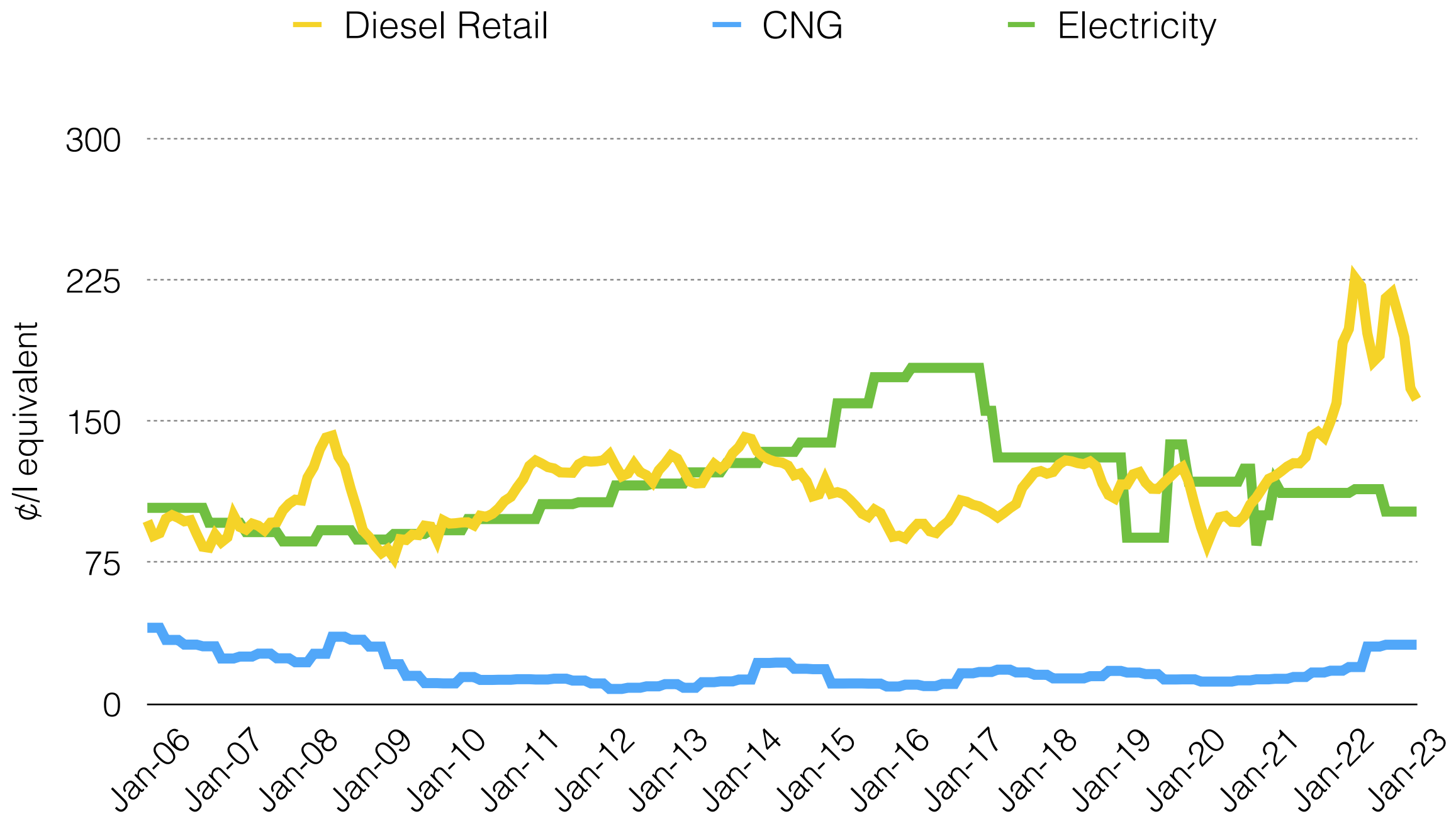


Challenges

- Labour Shortages
- Supply Chain Woes
- Fuel Pricing
- Rising Cost of Living
- Rising Interest Rate

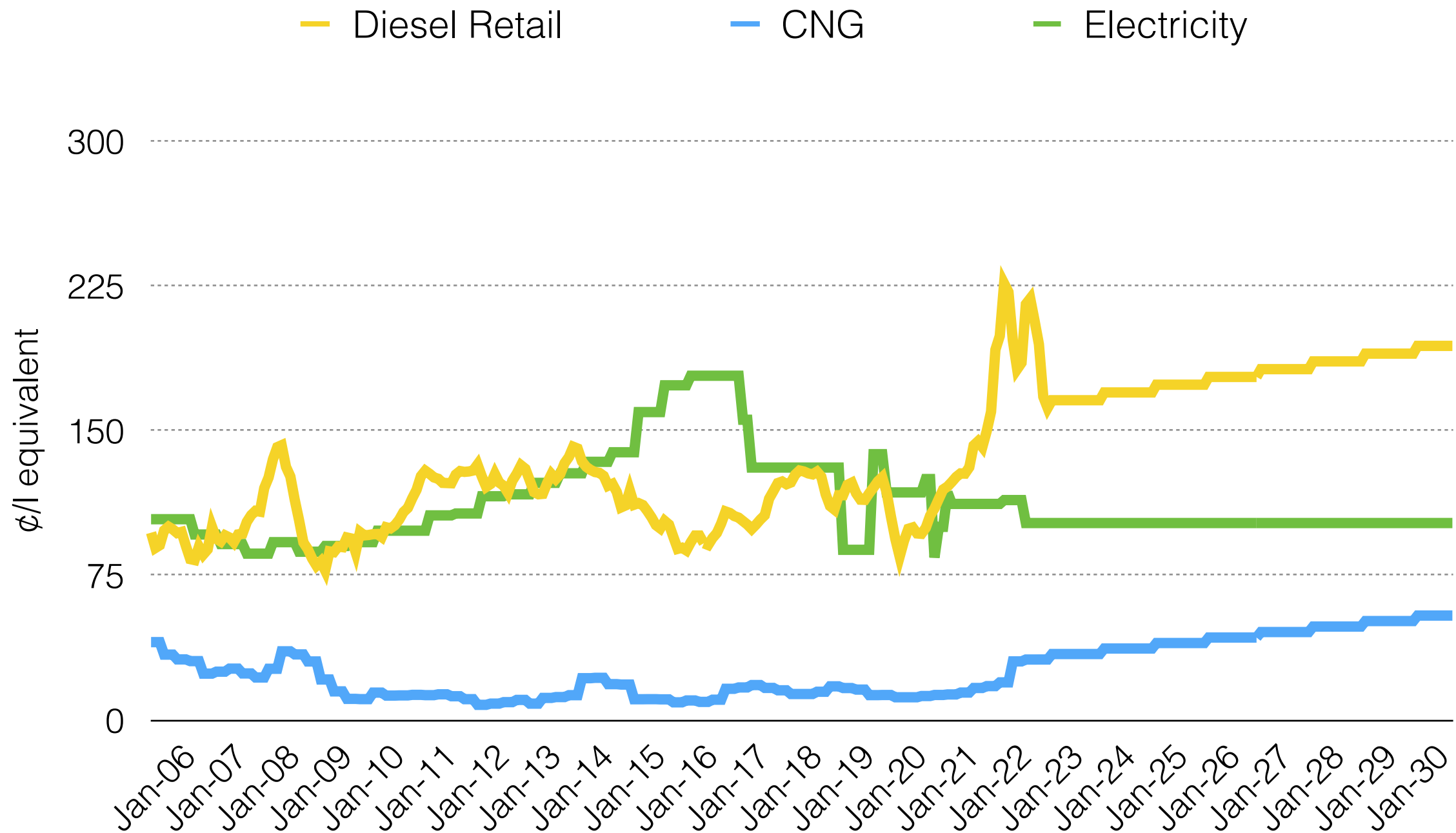


Rising Energy Cost



Energy Cost

(with Carbon Tax)





Ontario's carbon-negative
FIRST waste truck

Powered by
100% renewable
natural gas
from cow manure

RURAL GREEN
ENERGY

OWMA
ONTOARIO WASTE MANAGEMENT ASSOCIATION

BRA
BROWNSVILLE RECYCLING ASSOCIATION

ENBRIDGE
Life Takes Energy

Leading Ontario's clean energy transition together

bra.org/RNG

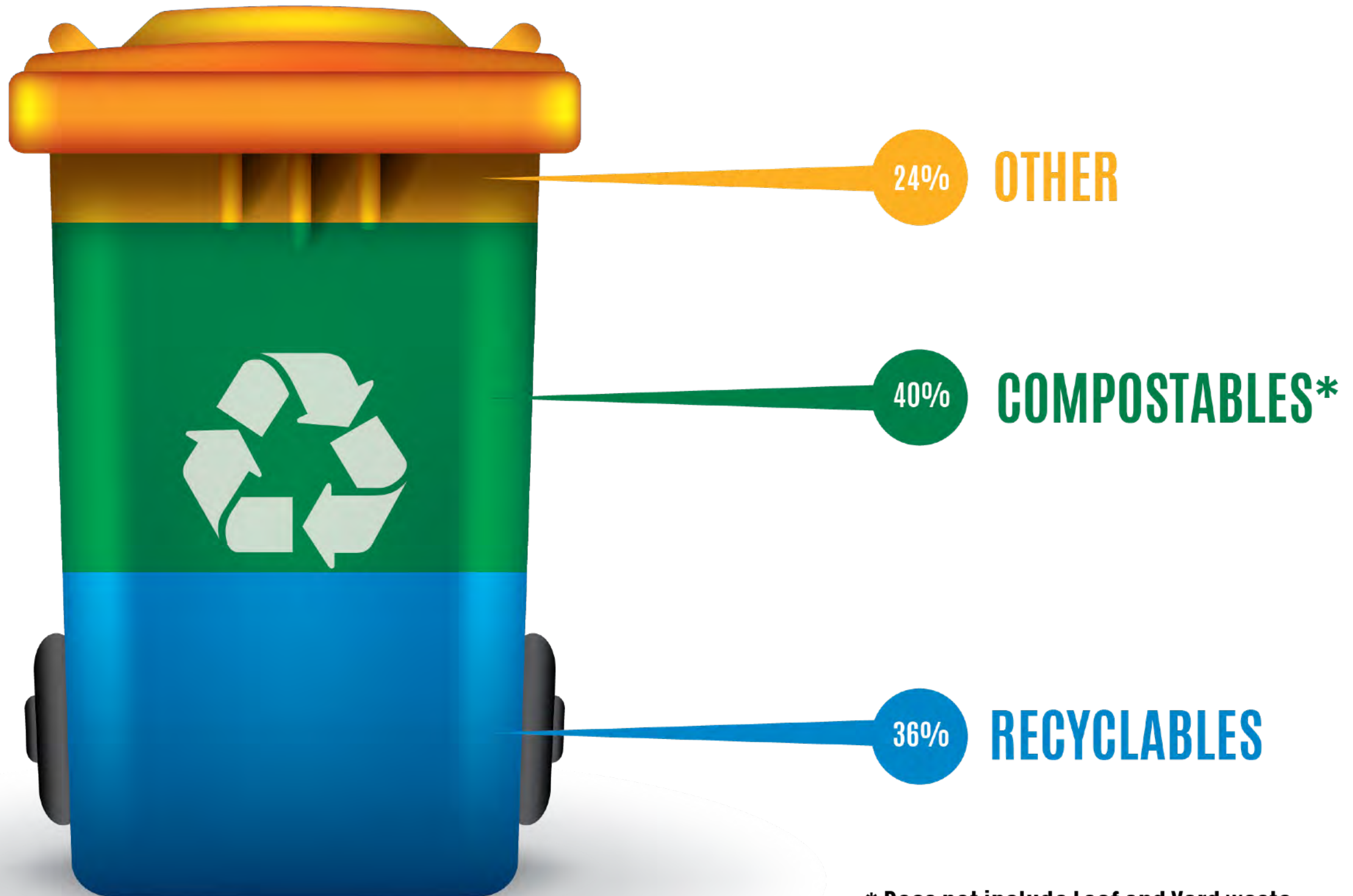
CNG

13-22

BRA
Brownsville Recycling Association

FIRST AID KIT

Nature's Fuel



* Does not include Leaf and Yard waste



Collection

Collect organics rich waste or source separated organics from customers

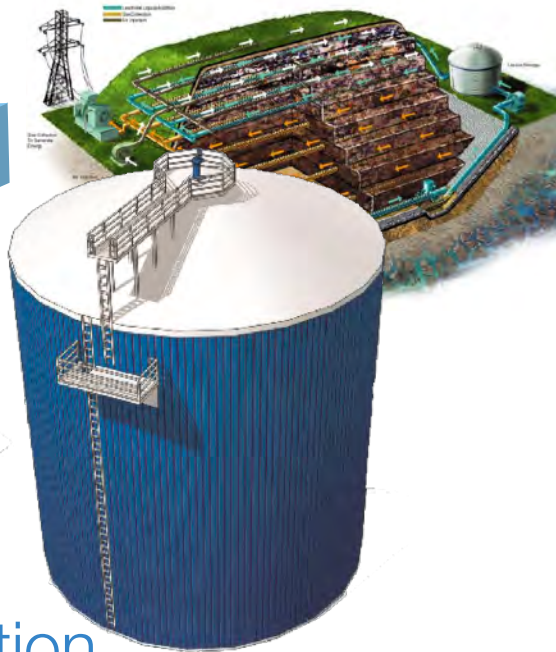
Conversion

The modern landfill and/or a commercial digester captures the Biogas



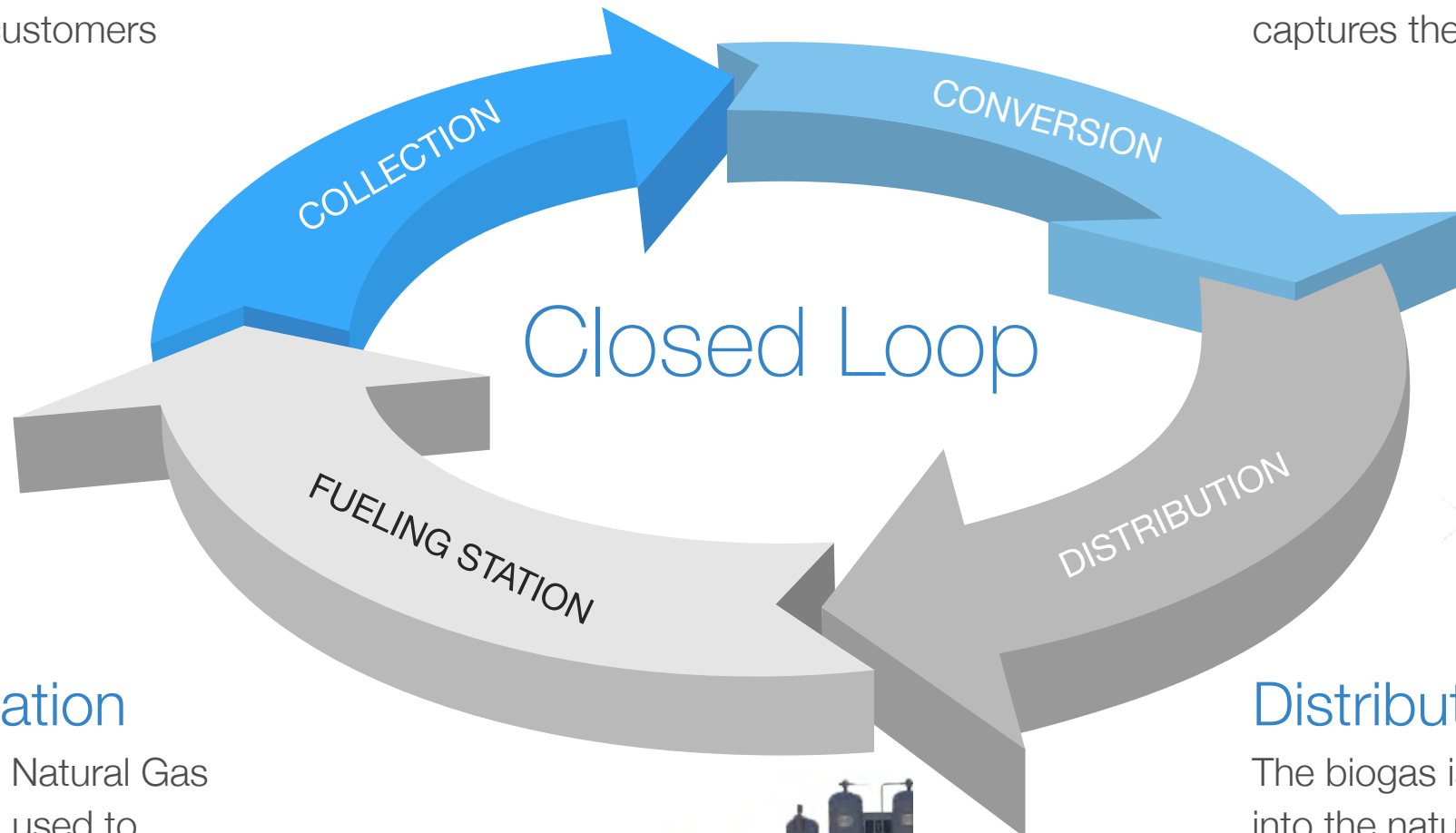
Fueling Station

The Renewable Natural Gas is captured and used to refuel our collection vehicles



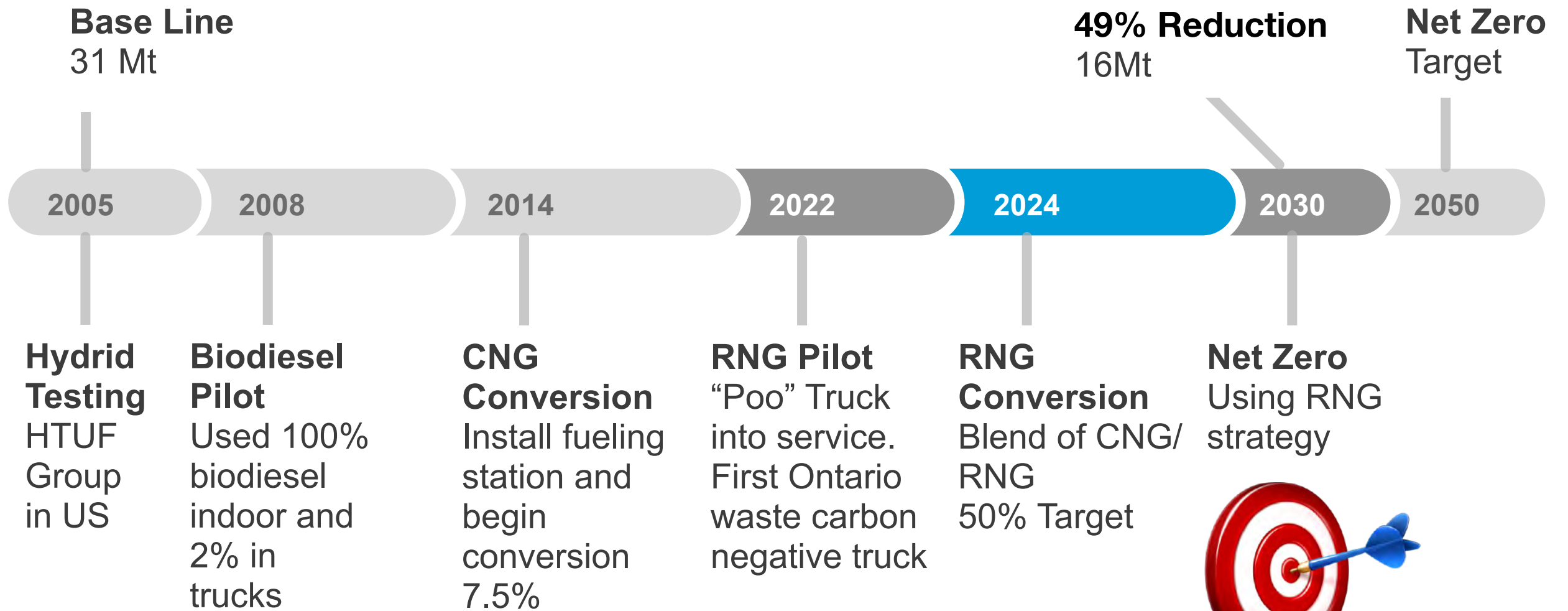
Distribution

The biogas is injected back into the natural gas pipeline distribution system



GHG Reduction Path

Federal Targets Waste Industry



Our Milestones

Mission Ready Solution



Meet Targets Today

Can have a zero-carbon footprint
Carbon-negative is in fact possible
and go beyond net-zero.



No Operational Compromise

Operates in freezing weather conditions and
refuelling takes minutes, not hours, without
sacrificing performance, reliability, or range.



Affordable Solution

Tremendous opportunity to reduce
emissions affordably, and practically -
leveraging existing energy infrastructure.



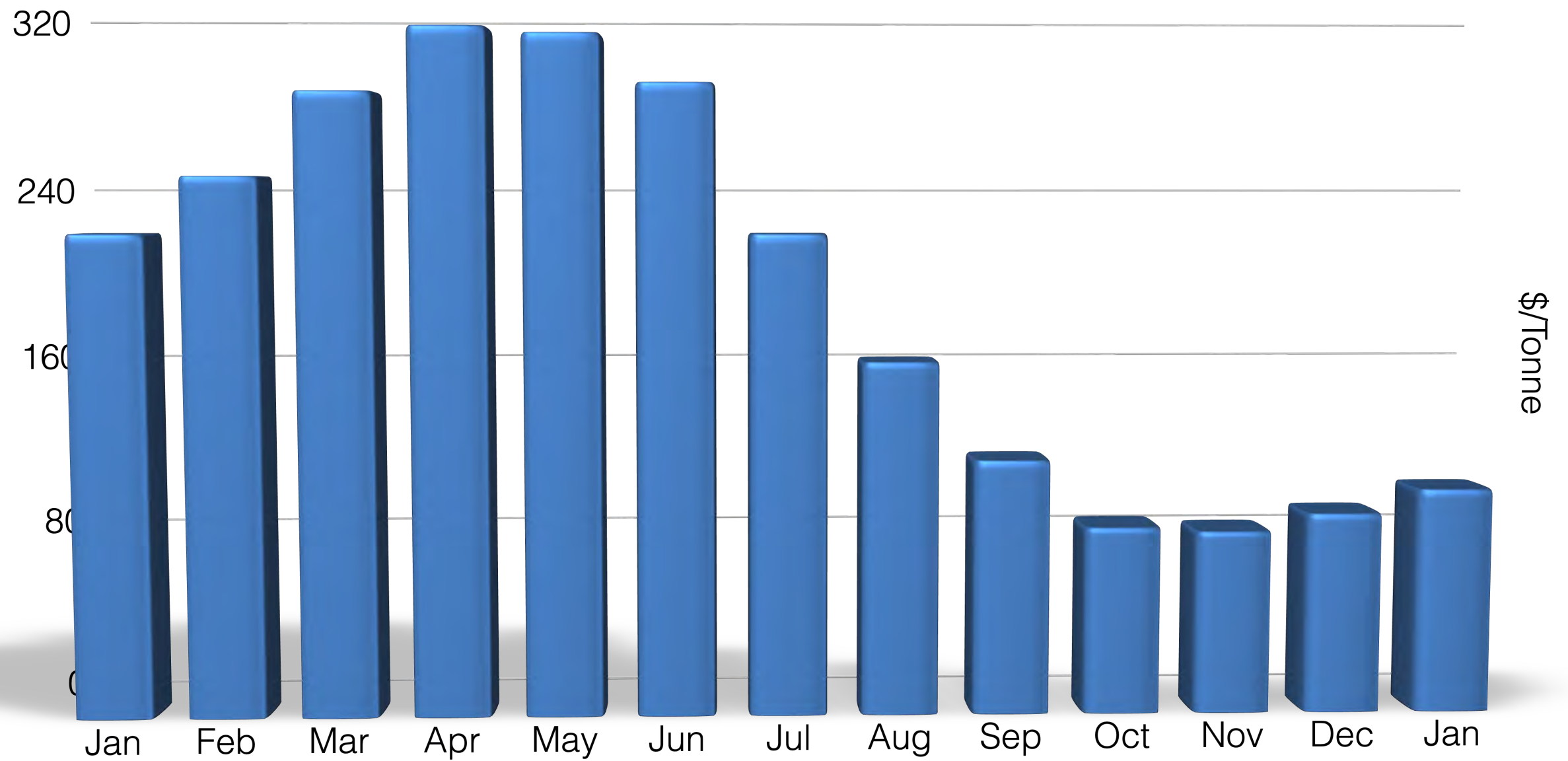
Circular Economy Driver

Locally sourced natural fuel, creating a circular
economy, achieving climate change targets,
managing waste, and supporting economic
development, all while decreasing emissions.

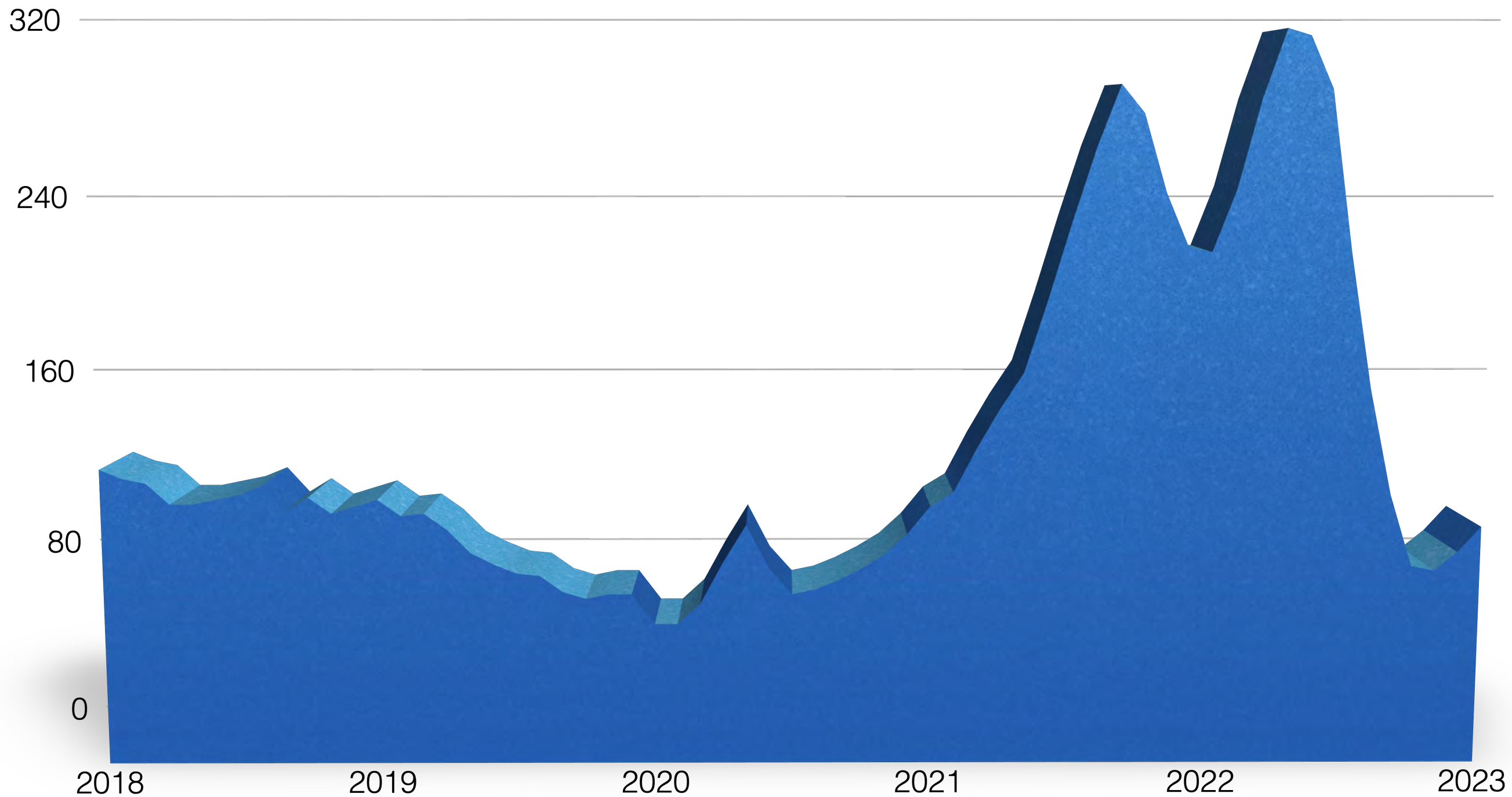


Commodity Markets

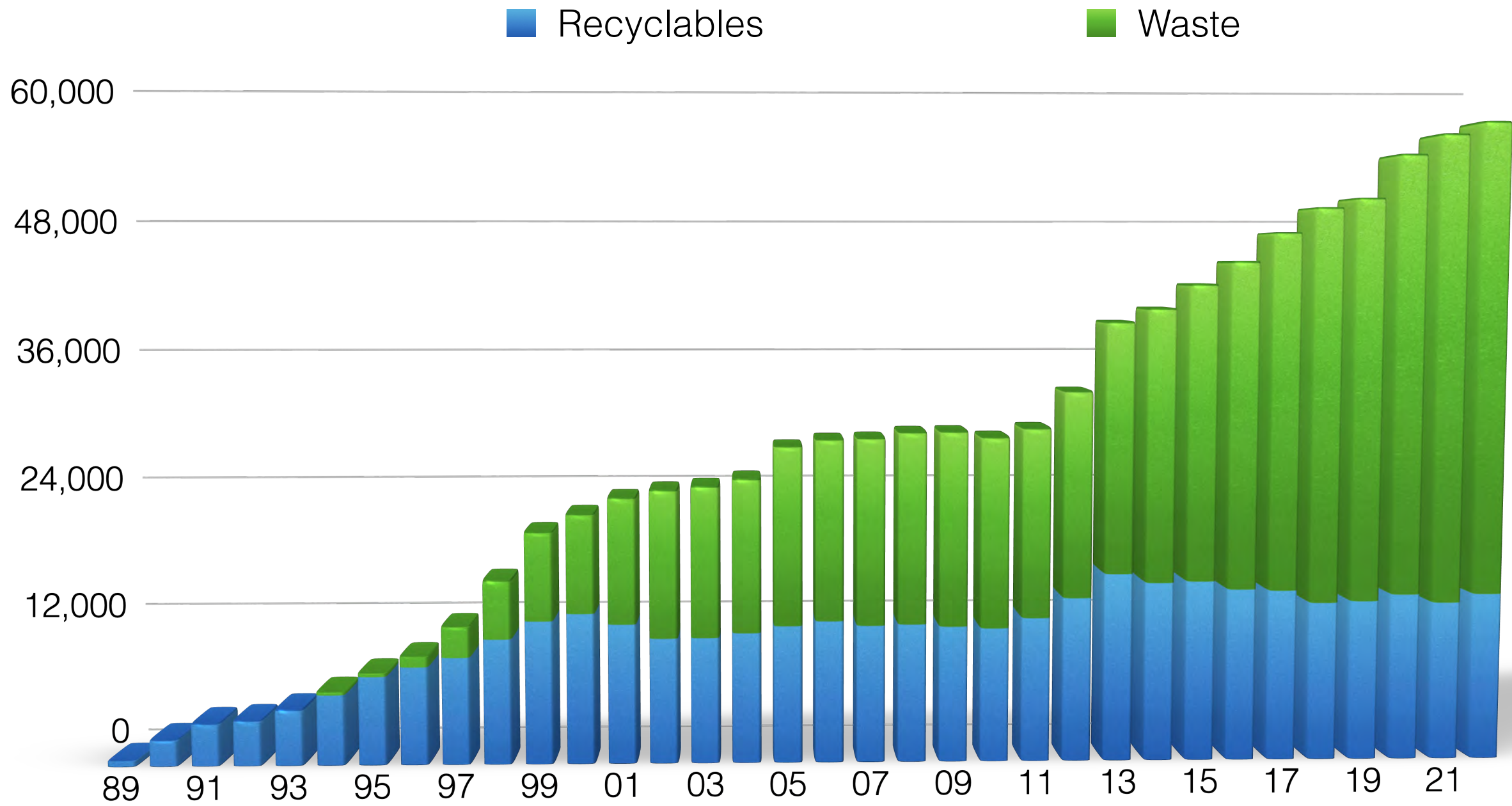
Commodity Prices



Commodity Prices



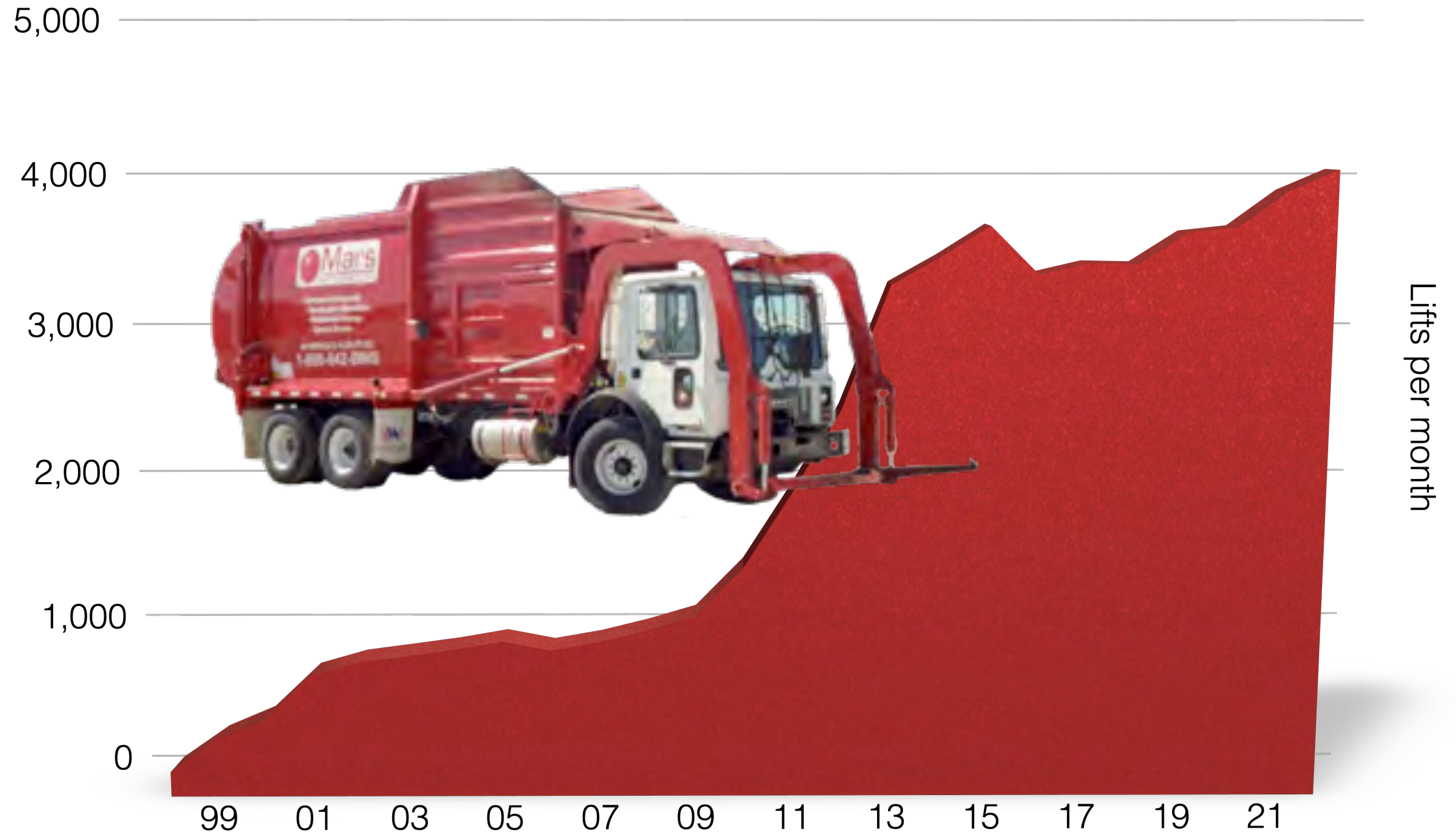
Tonnes Managed





Mars
1-800-642-BINS

Mars Environmental



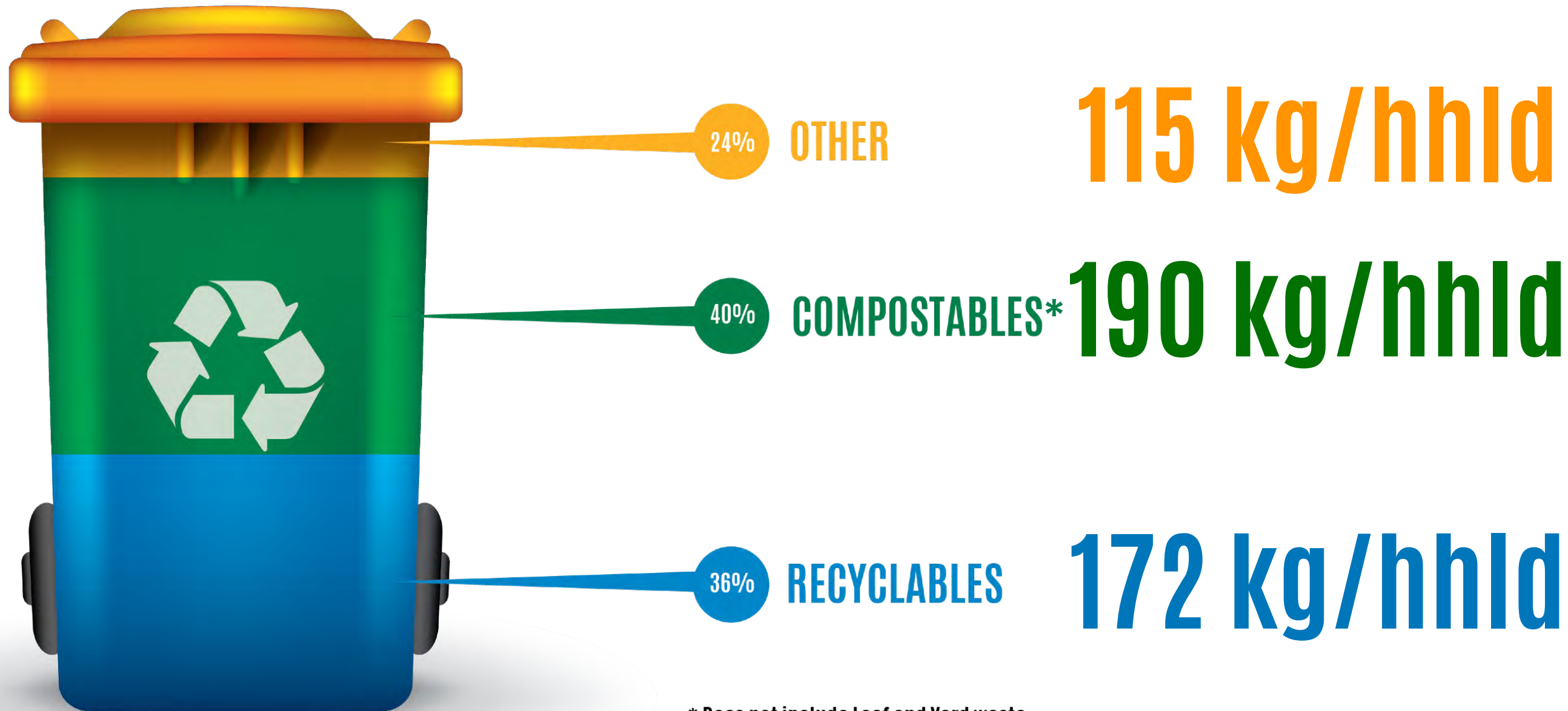


Organics Collection

Organics Framework

	Current Municipalities with curbside green bin programs	Southern: 50,000 pop and urban density greater than 800p/km2	Southern: 20,000 pop and urban density of greater than 600p/km2	Northern: 50,000 pop and urban density of greater than 800p/km2	All Others small, rural, Northern
Target	70% by 2023	70% by 2025	50% by 2025	50% by 2025	Best Effort
Curbside Collection	Yes	Yes	Preferred	Preferred	Not Required
Source Separation	Yes	Yes	Preferred	Preferred	Not Required
Alternative to Preferred Option	Alternatives can be used if it is demonstrated that the targets can be achieved efficiently and effectively				Diversion through home composting, Community

Waste Generation



* Does not include Leaf and Yard waste

Based on local
waste composition study

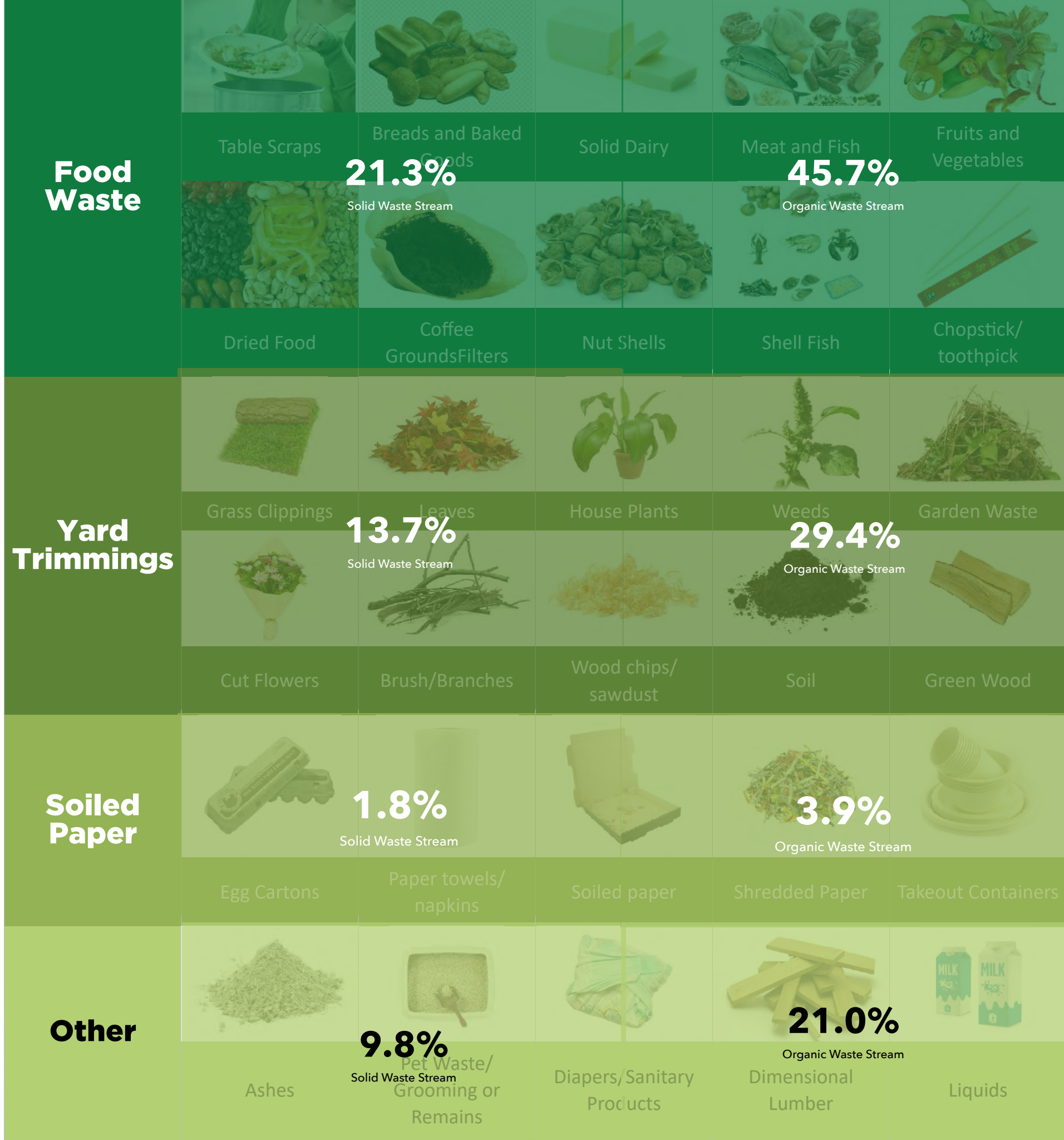
Type of Waste Available



Food Waste						
	Table Scraps	Breads and Baked Goods	Solid Dairy	Meat and Fish	Fruits and Vegetables	
						
	Dried Food	Coffee Grounds/Filters	Nut Shells	Shell Fish	Chopstick/ toothpick	
						
Yard Trimmings	Grass Clippings	Leaves	House Plants	Weeds	Garden Waste	
						
	Cut Flowers	Brush/Branches	Wood chips/ sawdust	Soil	Green Wood	
						
	Soiled Paper	Egg Cartons	Paper towels/ napkins	Soiled paper	Shredded Paper	Takeout Containers
						
Other		Ashes	Pet Waste/ Grooming or Remains	Diapers/Sanitary Products	Dimensional Lumber	Liquids

Type of Waste Targeted

Based on EPA data



Typical Frequency Pattern



Week 1

Week 2

Week 3

Week 4



Why Is Managing Organic Materials Good?



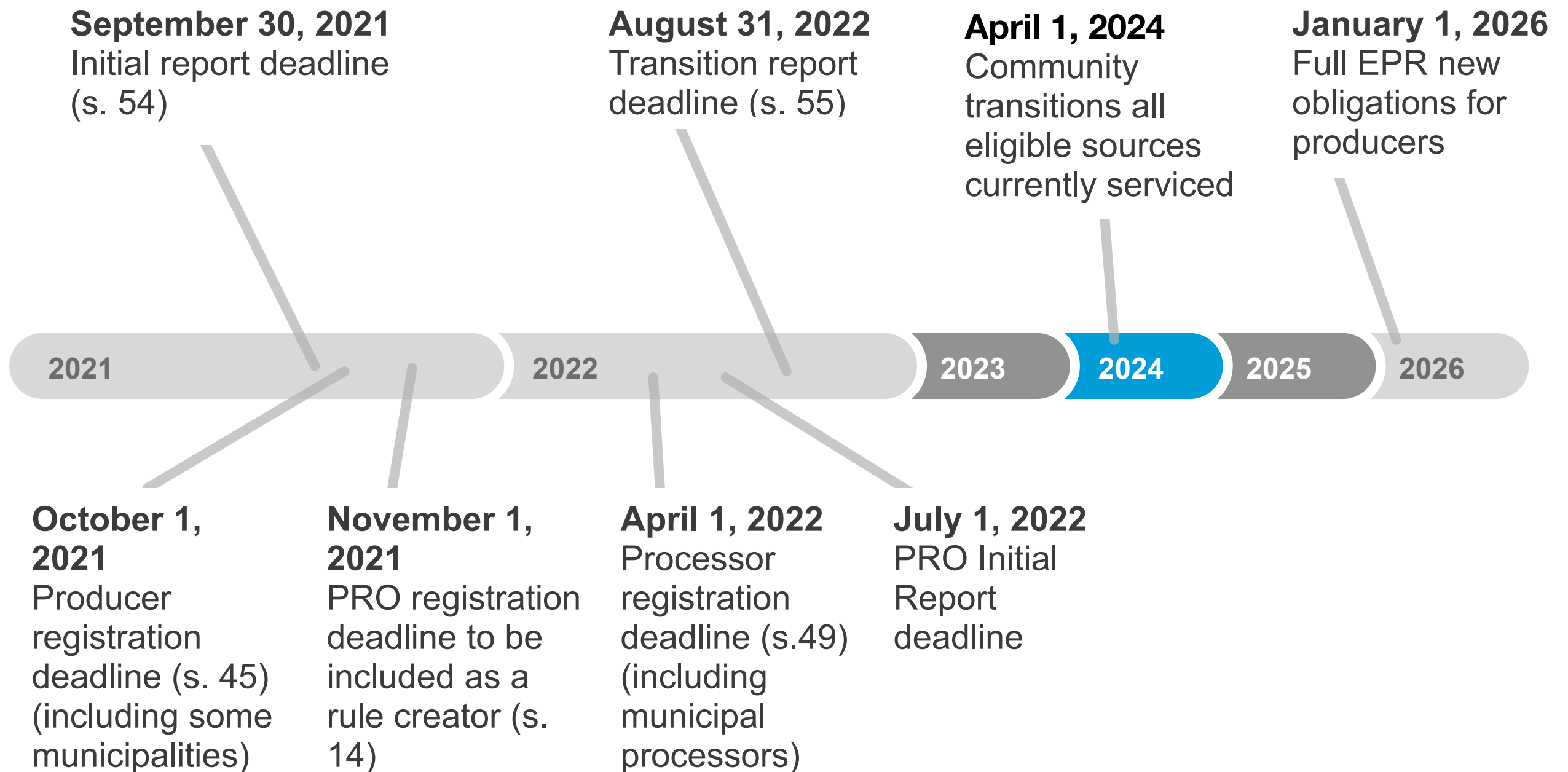
In Canada, diverting one tonne of food waste through composting or anaerobic digestion reduces GHG emissions by approximately one tonne of CO₂ equivalent compared to landfilling.



Blue Box Transition

Timeline

Our members will transition on **April 1, 2024**



Transition Period vs Post Transition

Transition Period

- July 1, 2023 to December 31, 2025
- Producers will assume operational and fiscal responsibility for all Eligible Communities throughout the Transition Period on dates provided by the Ministry
- Producers will be responsible for communications, replacing blue boxes and dealing with complaints/concerns from residents
- Eligible communities can choose to negotiate with PRO to continue service delivery or fully divest their responsibility

Post Transition

- January 1, 2026 & thereafter
- Producers will be fully responsible for operating and financing the blue box program in all Ontario municipalities
- Producers will be responsible for communications, replacing blue boxes and dealing with complaints/concerns from residents
- Eligible communities could choose to negotiate with PRO to continue service delivery or fully divest their responsibility
- Producers will have increased responsibilities and targets as set out in O. Reg 391/21

2023

2024

2025

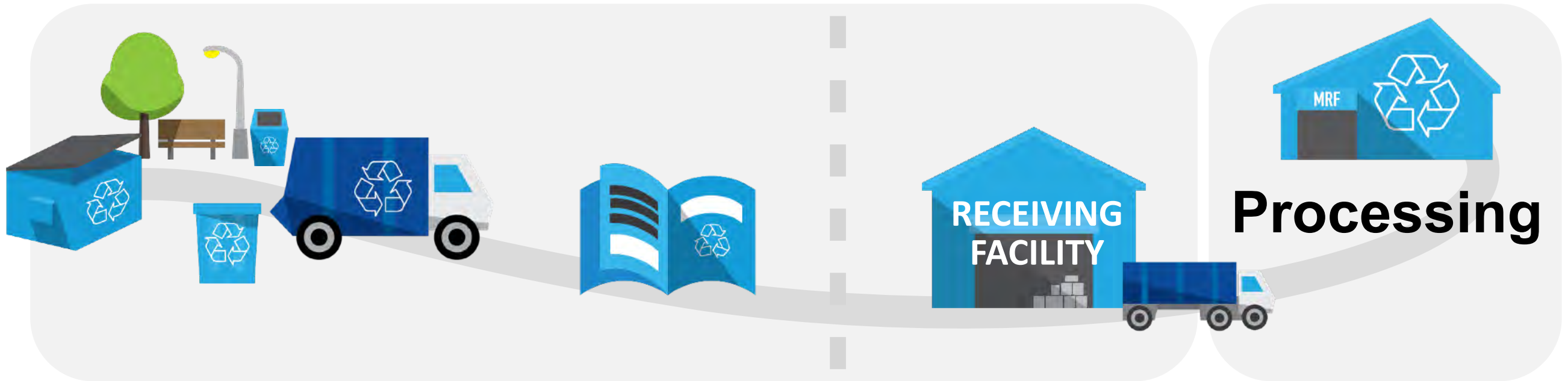
2026

2030

New System Design

Common Collection System

Producer
Competitive



Collection

**Promotion
&
Education**

Consolidation

Processing

Eligible Sources



single-family homes



seasonal dwellings



multi-unit residential buildings



public & private schools



specified retirement & long-term care homes



specified public spaces

Non Eligible Sources



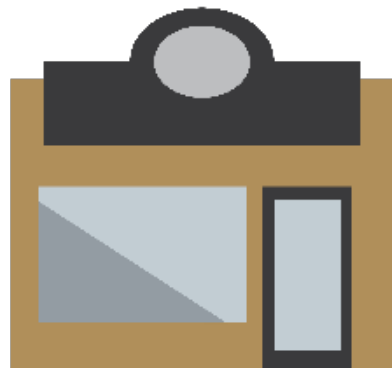
Municipal buildings or facilities
(e.g., libraries, arenas)



Campgrounds and trailer-parks
(without permanent
or seasonal households)



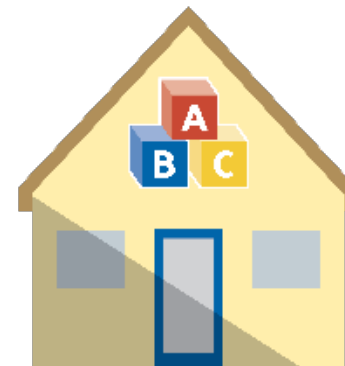
Commercial Farms



Industrial or
commercial properties



Not-for-profit
organizations

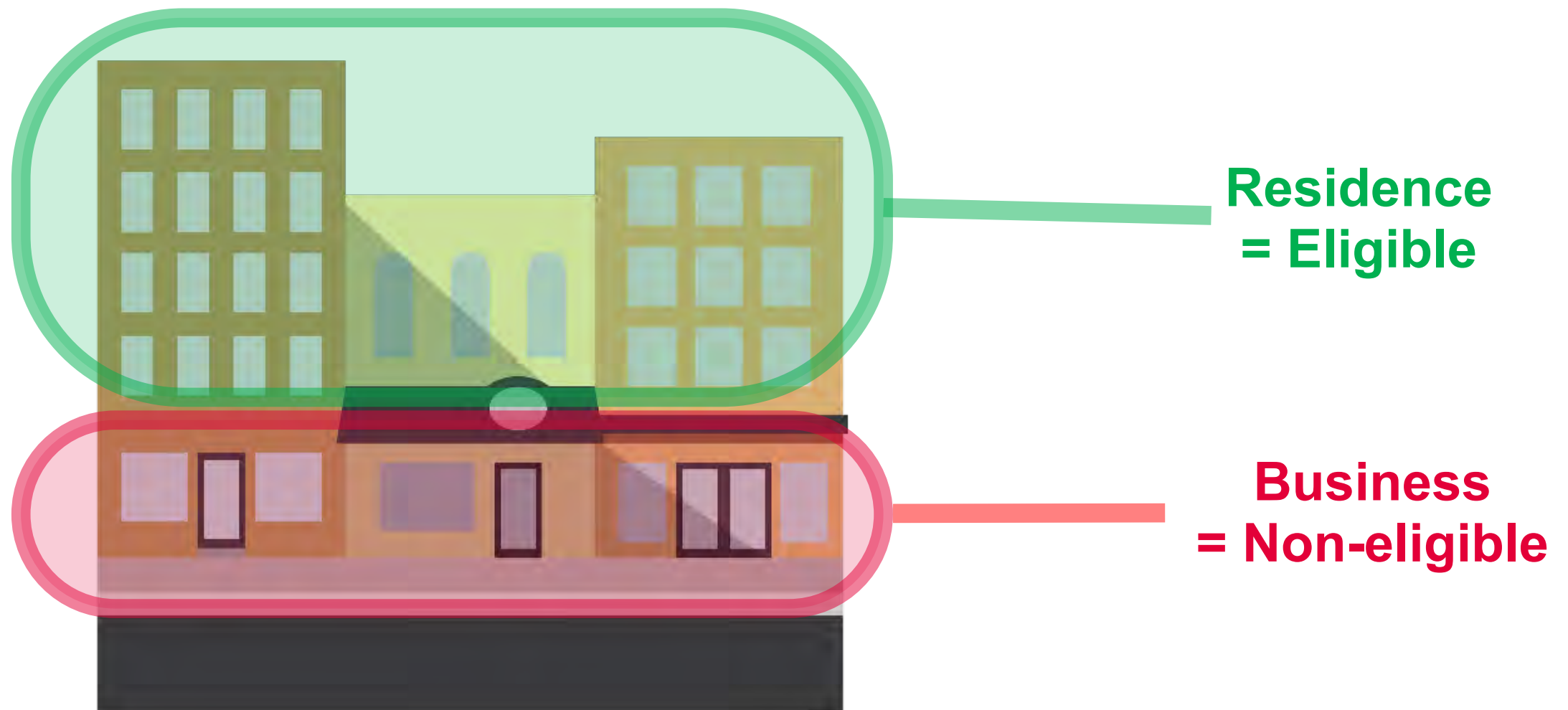


Daycare



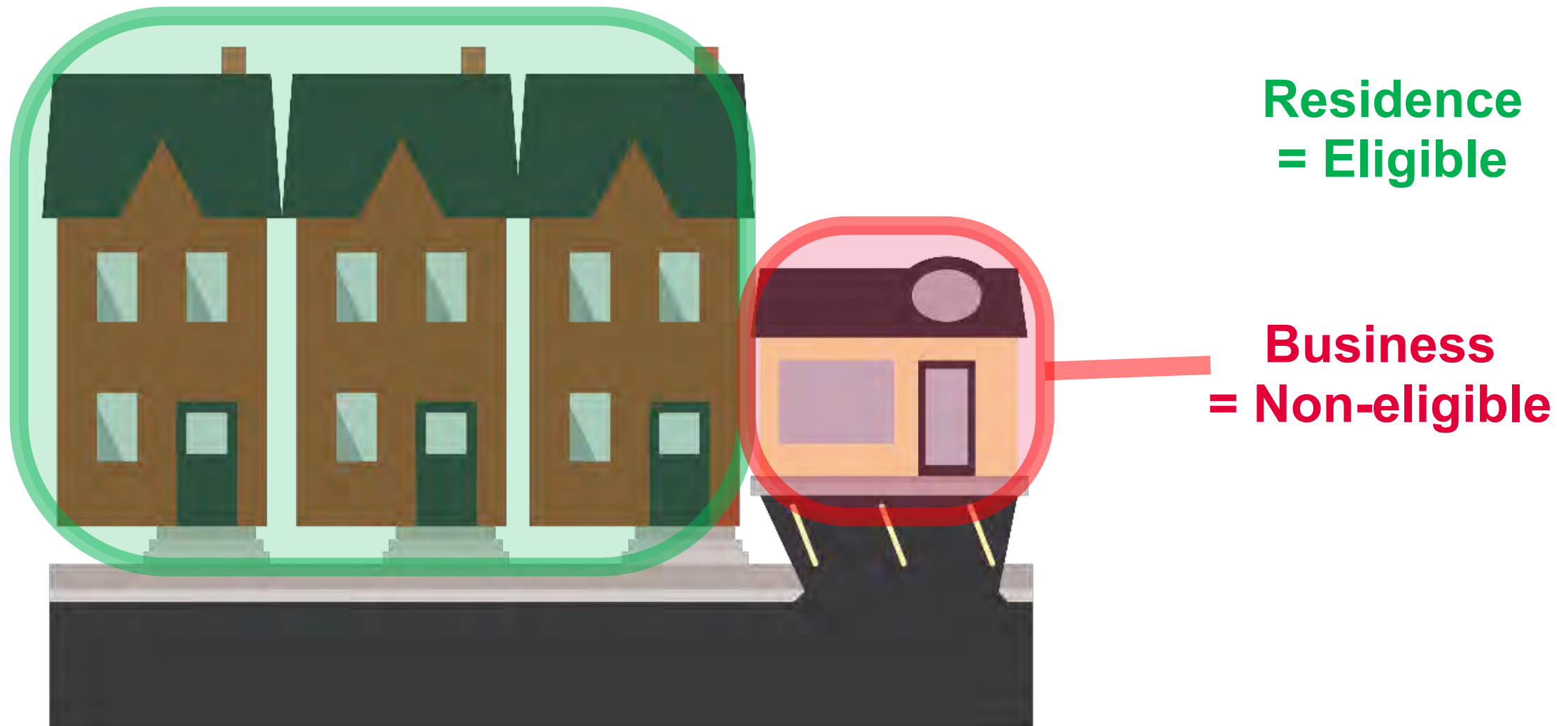
Places of
worship

Mixed Use Sources



Mixed Use Properties

Mixed Use Sources



**Residence
= Eligible**

**Business
= Non-eligible**

Commercial buildings along residential routes

Current Acceptables



Aluminum cans



Glass bottles & cans



PET plastic bottles



Steel cans



Newsprint



Magazines



Boxboard & paperboard



Cardboard



Office paper



Plastic film



Rigid plastic containers (HDPE, PP)

2026 Acceptables

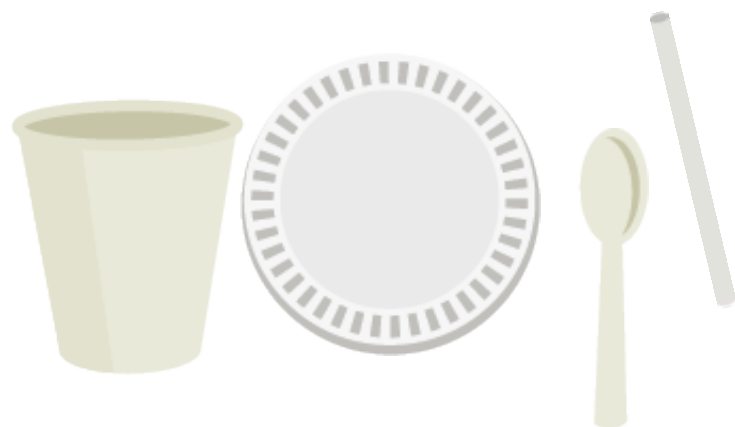
Packaging, Paper Products, & Packaging-like products:



- ✓ Typical “blue box packaging” items, made of paper, glass, metal or plastic



- ✓ Printed and un-printed paper (newspaper, magazines, flyers, office paper)



- ✓ Single-use products used for consumption (e.g., straws, cutlery, plates, coffee cups)



- ✓ Single-use products used for containment (e.g., aluminum foil, plastic bag)



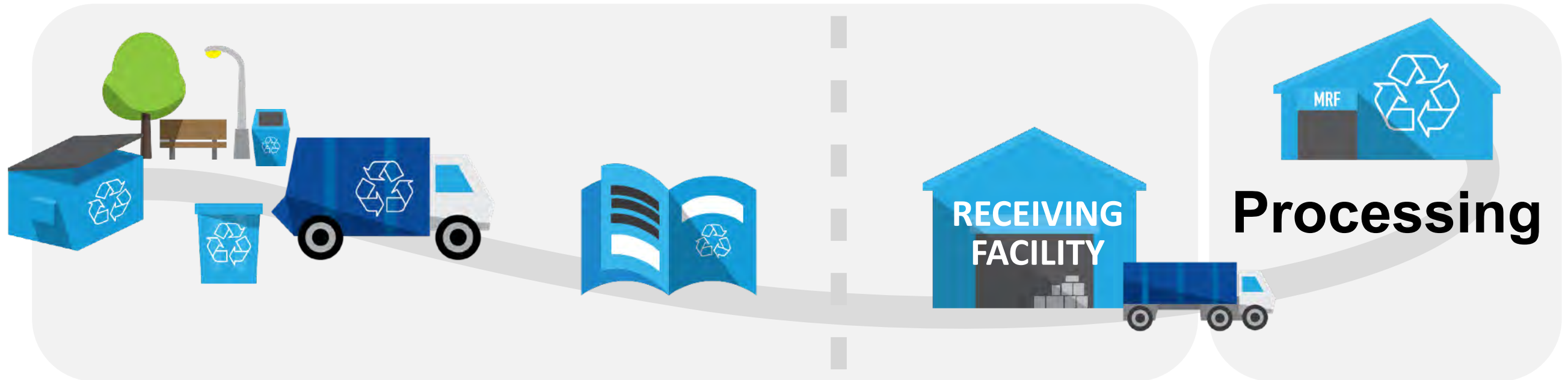
Procurement Approach



New System Design

Common Collection System

Producer
Competitive



Collection

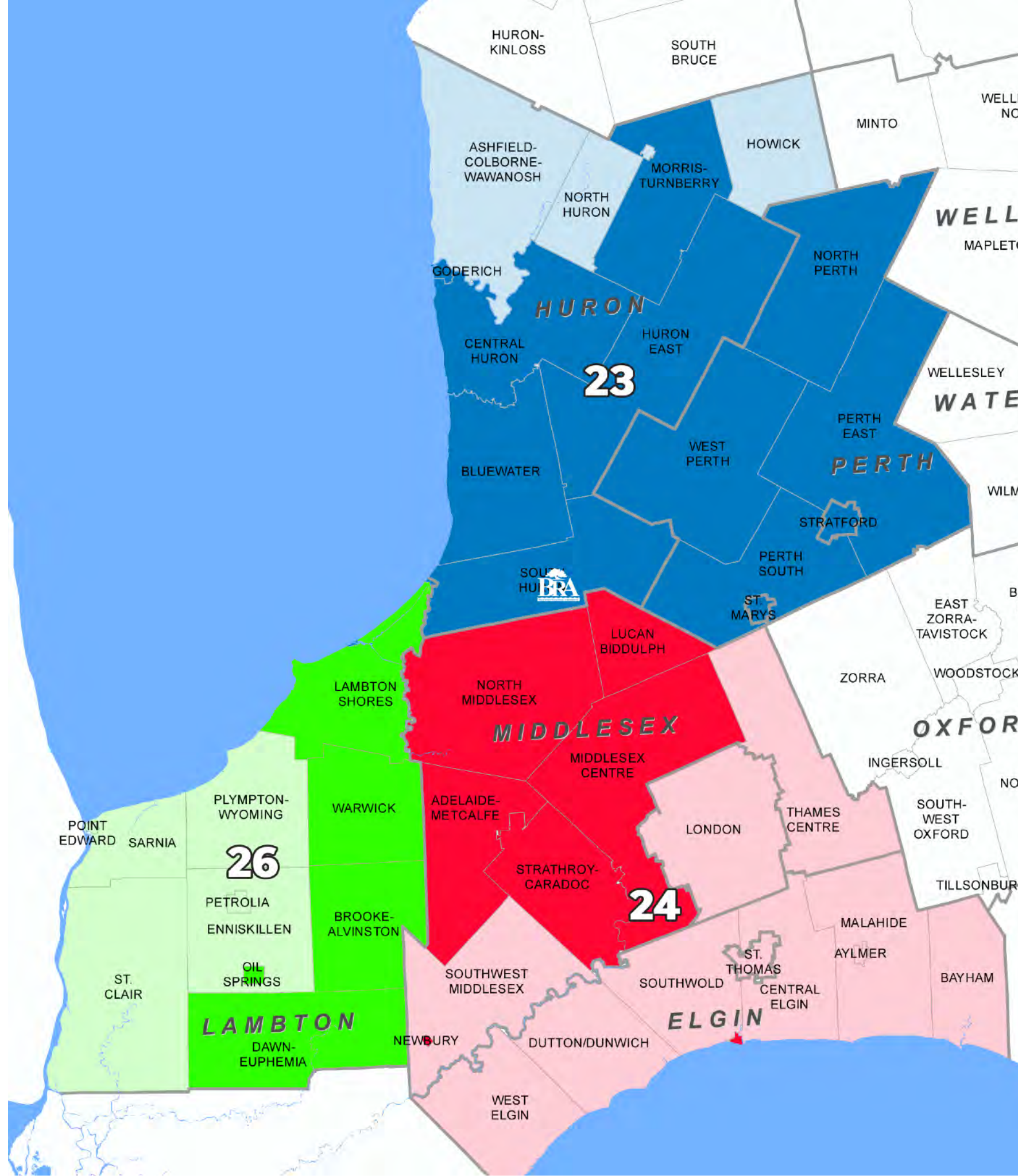
**Promotion
&
Education**

Consolidation

Processing



Collection Catchment



EPR Update



Collection



Consolidation



Processing

Lambton	Middlesex	Huron/Perth
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Tentative Agreement

Tentative Agreement

Tentative Agreement

Awarded to WM Petrolia Minimal Impact	Tentative Agreement	RFP Closed February 17 In Discussion
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RFP Closes May 12

RFP Closes May 12

RFP Closes May 12



Administration

Digitizing Operations

- Integrated Back Office System
- Automation of Scale Operation and Commodity Sales
- Contamination Monitoring
- Seamless workflow from Daily Inspections to Maintenance Operations
- Better Automated Vehicle Location System
- Customer Portal



2022 Operations

- Began Offering Organics Collection Option
- Initiated Digitization of Normal Work Flows
- Launched RNG Pilot with “Poo” Truck
- Negotiated Service Agreements with PROs Q3-Q4
- Planned for Seamless Transition of All Members

2023 Plans

- Offered Mattress Collection Option Q1
- Testing Stretch Wrap Collection Possibility Q1-2
- Continue Digitization of Normal Work Flows
- Working on RNG Options for Fleet in 2024 forward
- Negotiate Service Agreement with PROs
- Plan for Seamless Transition of All Members



Questions



Chairman's Report



New Business



Happy Earth Day

April 22, 2023