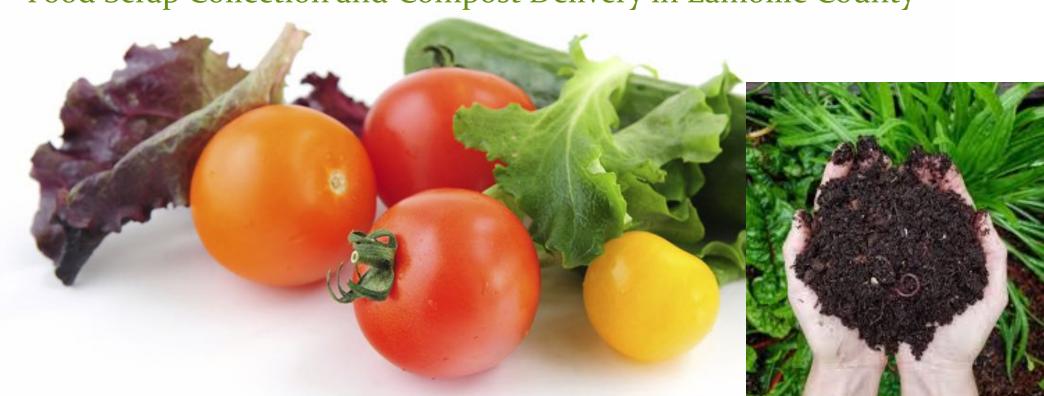


Declan & Greg Stefanski

Food Scrap Collection and Compost Delivery in Lamoille County







- Our Story
- Step 1- Shredded Leaves
  - Circa 2015 to Fall 2019







- Our Story
- Step 2- LRSWMD
  - Summer 2019







- Our Story
- Step 3- Compost
  Operator Training
  - November 2019(a rainy day as I recall)







- Our Story
- Step 4- Collection Kick-Off
  - December 2019







- Our Story
- Step 5- Tipping
  - February 2020







- Our Story
- Step 6- Dump Truck
  - May 2020







- Our Story
- Step 7- Compost Delivery
  - May 2020







- Successes
  - Starting a Business
    - LLC, Insurances, Hauler's License, Bank Accounts
  - Partnering with LRSWMD & Lamoille Soil
  - Growth
    - 3 customers in January, 13 in April, 55 in July
    - From Johnson to all towns but Eden in L.C.
    - 1 ton/week of food scraps by end of July
  - Community Awareness







- Challenges
  - Maintaining a business
    - · Cash flow, billing, record keeping, marketing, advertising
  - Totes- Everybody Wants You (Billy Squier)
  - Maggots & Bears- Everybody Doesn't Want You (RGVT Customers)
  - Educating Customers
  - Maximizing Collection
    - Marketing & Education





- Thank yous
  - -Natasha & Emma & VORS

-Elly, Chris, Joyce, James & Susan (LRSWMD)

& Lamoille Soil)

-Lucas & Lily

–All of you!!!







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Our Service Area

