

# Corporation of the Town of Hawkesbury

## Recommendation to Council

N° : 2024\_REC\_56

File N°:

Date of meeting: December 9, 2024

Subject: End of FoodCycler pilot project

### Recommendation

Whereas on October 10<sup>th</sup>, 2023, Council resolved to participate in a pilot project with Food Cycle Science for the subsidized sale of 150 FoodCycler units, and;

Whereas there remain unsold units as we approach the one-year anniversary date of the pilot project.

Be it resolved that any units remaining after an end-of-project promotion be sold to interested neighbouring municipalities, as recommended in the document 2024\_REC\_56.

### Explanation, history, context

In Fall 2023, the Town undertook a pilot project with Food Cycle Science for the subsidized sale of 150 FoodCycler units. This project has a minimum duration of one year, and officially began on December 11<sup>th</sup>, 2023. The complete pilot project details can be found in the attached document “FoodCycler - projet pilote - ville de Hawkesbury ON, septembre 2023”.

Participation in the pilot project included the completion of a survey after having used the FoodCycler unit for a 12-week period. The complete results from this survey are attached in the document “FoodCycler Survey Results Presentation - Hawkesbury - 25 Nov. 2024”. In summary, the FoodCyclers were greatly appreciated by participants, with 93% stating they would recommend the FoodCycler to others and 98% confirming they will continue to use their unit. Furthermore, from an organic waste diversion perspective, participants reported a reduction of 0.62 garbage bags per week which equals 32.2 garbage bags per household per year of food waste diverted from the landfill!

While the project was greatly appreciated by participants, approximately one third of the units purchased remain unsold. As of November 12<sup>th</sup> 2024, 88 of the 150 units were sold (now 94 units as of November 29<sup>th</sup>). Although there are a total of 120 participants

who have registered to the program, 28 participants have not yet paid and picked up their units.

Since we do not expect to sell all 150 units by the end of the pilot project on December 11<sup>th</sup> 2024, 3 scenarios for the remaining units are proposed below. It is estimated that 50 units will remain given that reminders have been sent out and purchases/pick-ups tend to increase before the holidays.

For reference, the remaining 50 units represent a cost of \$5,000 to the Town for the \$100 municipal subsidy per unit.

Scenarios:

1. Keep the remaining 50 units and sell them on a first come, first served basis to residents until there is no more inventory. This represents a subsidy value of \$5,000 and an inventory value of \$16,250 while the units remain unsold.
2. Sell back the remaining 50 units to Food Cycle Science.  
This option would result in a refund of 13,000 (plus applicable taxes). It is important to note that due to restocking (\$25 per unit) and shipping fees, there is a loss of \$3,250 for this scenario.

Refund for 25 remaining FC-30 units (\$250 per unit)	\$6,250
Refund Eco 5 units (\$400 per unit)	\$10,000
Restocking fees (\$25 per unit)	- \$1,250
Shipping fee estimate	- \$2,000
<b>TOTAL REFUND</b>	<b>\$13,000</b>

3. Sell the remaining 50 units to neighbouring municipalities with more demand.  
There is a possibility that some of our neighbouring municipalities participating in the FoodCycler program wish to purchase additional units to offer their residents where demand has exceeded expectations. If there is interest for the total remaining 50 units, the Town would receive the total \$16,250 (plus applicable taxes), assuming staff ensure the delivery of the units. If this option is chosen, the administration will contact the neighbouring municipalities after the end of the pilot project.

While these scenarios are presented as separate for ease of comparison, we recommend a hybrid of scenarios 1 and 3. We recommend promoting participation actively until the holidays and begin discussions with neighbouring municipalities to determine interest in the remaining units. Once we have received feedback from other municipalities, we can proceed with the sale of as many remaining units as possible. If we are unable to sell all the units by the summer of 2025, the administration will make a further recommendation to Council.

## **Impact on budget**

As described in each scenario.

## **Relevant studies**

## **Supporting document**

- FoodCycler Survey Results Presentation - Hawkesbury - 25 Nov. 2024
- FoodCycler - projet pilote - ville de Hawkesbury ON, septembre 2023 (French only)

## **Communication plan**

Continue marketing the FoodCycler units if Option 1 is chosen.

Promote participation before the end date on social media and the website for the other scenarios.

## **Department(s) involved**

- Finance Department
- Recreation Department
- Public Works Department

## **Submitted and recommended by**

Jennifer Ashfield, Chief of Staff, 29 November 2024

## **Comments of the Chief Administrative Officer**

Samuel Cardarelli, Chief Administrative Officer

## Report Approval Details

Document Title:	2024-REC-56 - End of FoodCycler pilot project.docx
Attachments:	- FoodCycler Survey Results Presentation - Hawkesbury - 25 nov 2024.pdf - FoodCycler - projet pilote - Ville de Hawkesbury ON, septembre 2023.pdf
Final Approval Date:	Dec 2, 2024

This report and all of its attachments were approved and signed as outlined below:

**Sonia Girard - Nov 29, 2024 - 1:41 PM**

A handwritten signature in black ink, appearing to read "Cardarelli". The signature is written in a cursive style with a large initial 'C'.

**Samuel Cardarelli - Dec 2, 2024 - 1:26 PM**