“Incredisoil”

Rhett Marlow – Cowart Mulch
Wayne King – Erth Products
Doug Kunnemann – NatureWorks LLC
How two companies came together to provide a commercial composting solution!
Back in 1989, we had a big, crazy idea.

What if we could turn greenhouse gases like carbon dioxide into products?

150,000 MT
Ingeo PLA plant in Blair, NE USA

2 Billion Lb Milestone in 2017
Aggregate volume sold since 2005

Dedicated Applications Development and R&D Facilities

Jointly owned by Cargill and PTTGC

Established global market channels
- Commercial partnerships with global brands
- Sales team in 15 countries across North America, Latin America, Europe, and Asia

Strong environmental expertise and product characteristics
- Peer reviewed LCA’s and eco-profile demonstrate smaller carbon footprint and lower fossil energy use
- Products enable portfolio of end-of-life options
- Dedicated internal team for understanding environmental and end-of-life impacts

naturally advanced materials
NatureWorks Role

• The Incredisoil journey began in late 2017.

• Mercedes Benz Stadium (MBS) sought waste diversion solutions:
  - June 2018 Green Sports Alliance Summit and “Zero Waste Goals”
  - Its own future use of certified compostable food serviceware:
    - Results in two (2) streams comprised of food and certified compostable serviceware waste
    - A perfect blend for Commercial Compost

• MBS leadership (Scott Jenkins) and NatureWorks lead a Zero Waste team
  - Incredisoil was a key contributor to success!

• Fast forward 2018 Green Sports Alliance Summit (ATL)
A Successful Team Effort – “Twitter based!”

Team (MBS, Incredisoil, EcoProducts, Levi, NatureWorks and others)

Success defined as -

- 2018 GSA Summit “Zero Waste Success (i.e. 99% diversion)
- Establishes the future GSA Summit “bar”
- Positions “waste diversion best practices” at the Mercedes Benz Stadium
- Introduces Incredisoil to Georgia – and the “World!”
EPA STATISTICS and FIGURES
- 38.4 million tons of food waste generated
- 29.3 million tons of food waste went to landfill
- 76.3% of all food waste went to landfill
- 21.7% of all material going to landfill is food waste

FOOD WASTE:
THE SINGLE LARGEST MATERIAL SENT TO LANDFILLS

EVERYONE AGREES:
- We don’t need more landfills
- We must reduce the amount of material going to existing landfills
HISTORY:
• 1987 – Tree Service
• 1998 – Mulch Manufacturing
• 2010 – Soil Manufacturing

MANUFACTURING:
• Mulch
• Soil (compost)
• Bark
• Bagged and Bulk

DISTRIBUTION:
• 65 power units (tractors)
• 200+ trailers
• Southeast – truck & trailer
• Nationwide - railcar

MISSION STATEMENT
Our mission is to lead the green recycling industry in the manufacturing of sustainable landscaping products.
Chattanooga, TN
Ball Ground, GA
Cumming, GA
Sugar Hill, GA
Auburn, GA
Conley, GA
Orlando, FL
Savannah, GA*
Greenville, SC*
Tampa, FL*
South Florida*

* Locations coming soon
LEADING EDGE:

- State of the art technology
- Computer controlled process
- Operational footprint includes FL, GA, TN and soon SC
- Mulch, Compost and Soil Manufacturing
How our products are used
Kid-Safe™
Playground Surfacing Material

Engineered Wood Fiber for playground safety surfacing

An all-natural product made from recycled hardwood. It is free from chemicals and other contaminants that may be harmful to children.

QUALIFICATIONS

ASTM F1292, Impact Attenuation of Surface Systems Under and Around Playground Equipment

ASTM F2075, Engineered Wood Fiber for Use as a Playground Safety Surface Under and Around Playground Equipment

ASTM F1951, Determination of Accessibility of Surface Systems Under and Around Playground Equipment

International Play Equipment Manufacturers Association (IPEMA) Certified

American with Disabilities Act (ADA) Guidelines

Consumer Product Safety Commission (CPSC) Recommendations
We make fantastic soil and mulch! We have world class manufacturing. Let us become part of your story too!

Rhett Marlow
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NatureWorks Commercial Relevance

• Green Sports Alliance Strategic Partnership Outcomes
  – Our “supply chain” approach (i.e. connecting “partners” that result in a waste diversion solutions!)

- Target Field
  Minnesota Twins: Improved waste diversion 61% to 75% in two years

- London Olympics:
  62% of wayster recycled, reused, or composted

- Xcel Energy Center:
  Increased waste diversion from 15 to 66%

- Portland Trail Blazers:
  $525,000+ waste diversion savings

- Pittsburgh Pirates:
  40% increase in landfill diversion rate

- Purdue University:
  Zero Waste Pilot Program
  Achieved Big 10 Results

- Beaver Stadium
  Penn State:
  Achieved 100% landfill diversion

WHO’S NEXT?
Naturally advanced materials made from locally abundant and sustainable natural resources

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