

RecyclingWorks Forum

November 2022

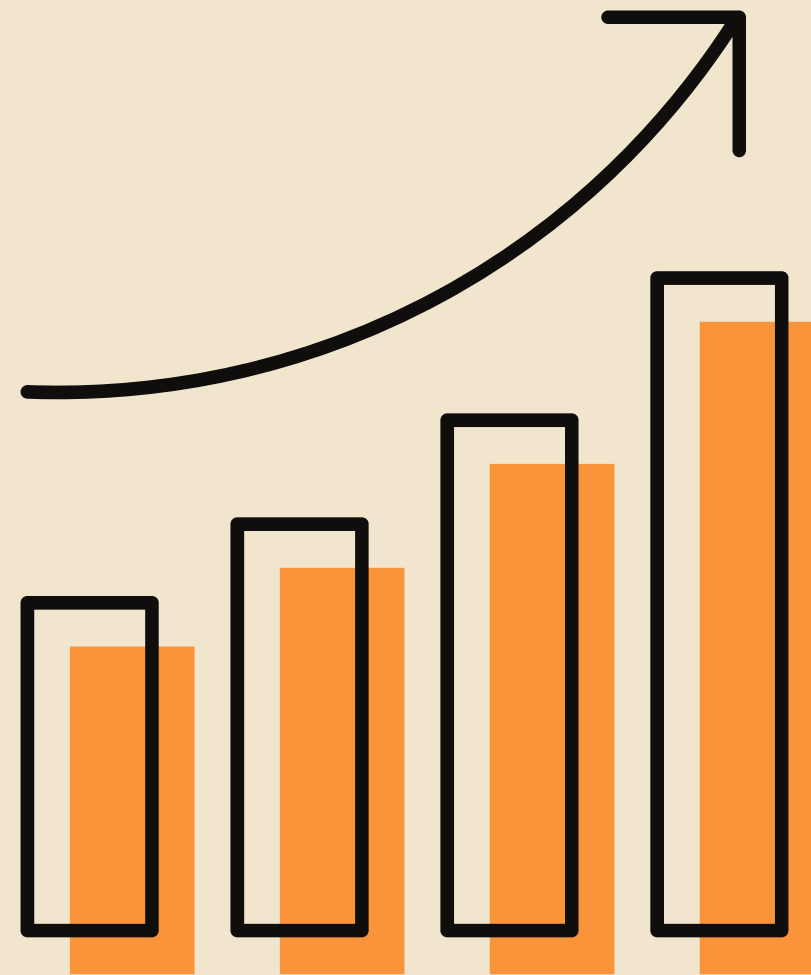


**HandUp
Mattress Recycling
& Upcycling**

HandUp is Taking a Different Approach



HandUp is a Delaware domiciled, for-profit, limited liability company **that secures "hand-up investments", from private investors, to launch, operate, and own social impact businesses** initially targeting "waste stream" opportunities.



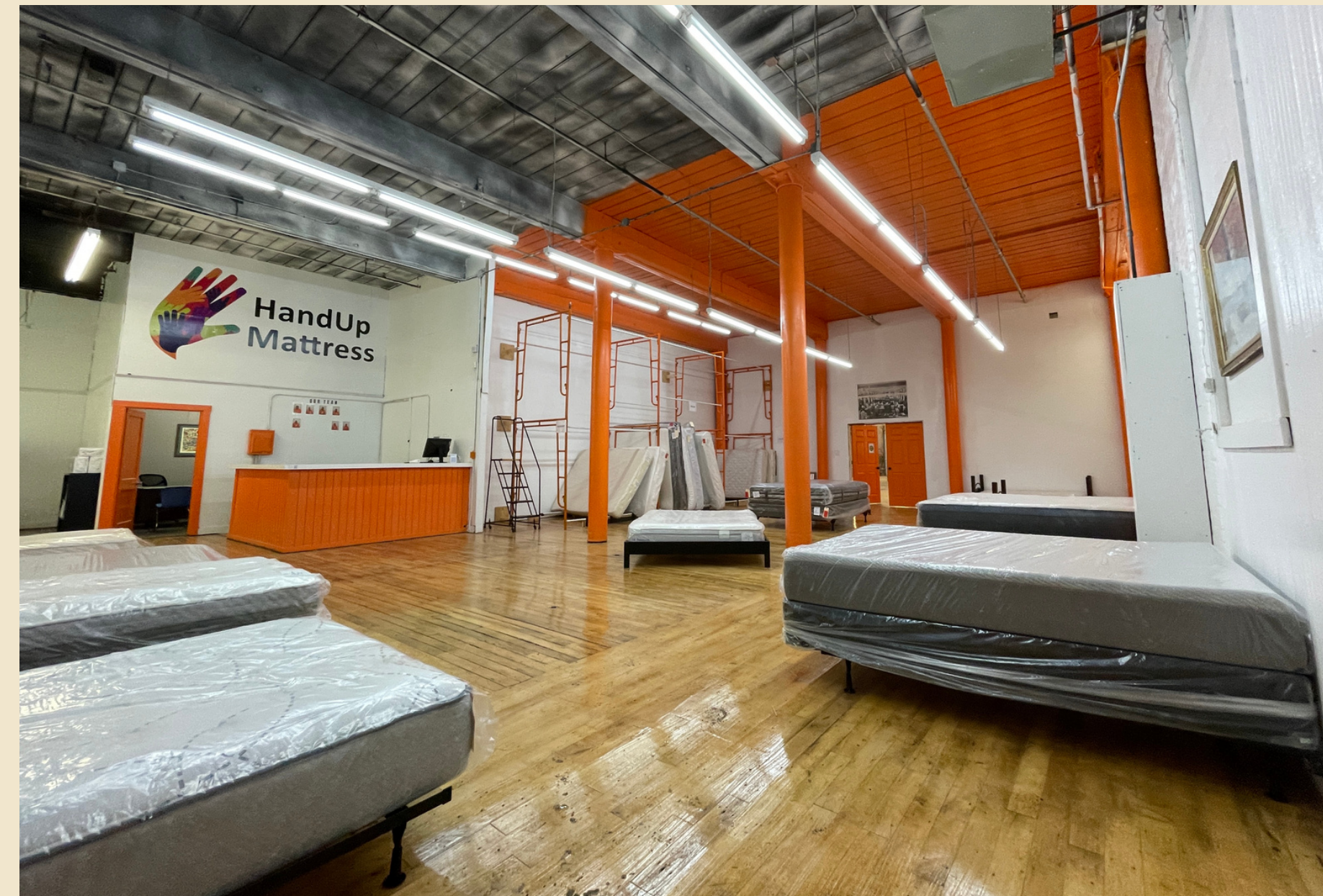
HandUp Community Impact, Inc. **("Hand Up CI")**

The majority of HandUp's available net profits will be donated to HandUp CI (a tax-exempt charitable organization) enabling it to sustainably **provide "hand-up services" to our immigrant and refugee neighbors in Massachusetts.**

HandUp Mattress Recycling & Upcycling New Bedford Facility



HandUp's cutting-edge upcycling operation allows us to extend the life of gently used mattresses (following all State regulations to clean and sanitize the mattresses) thereby providing consumers with high quality, name-brand mattresses at extremely reasonable prices.

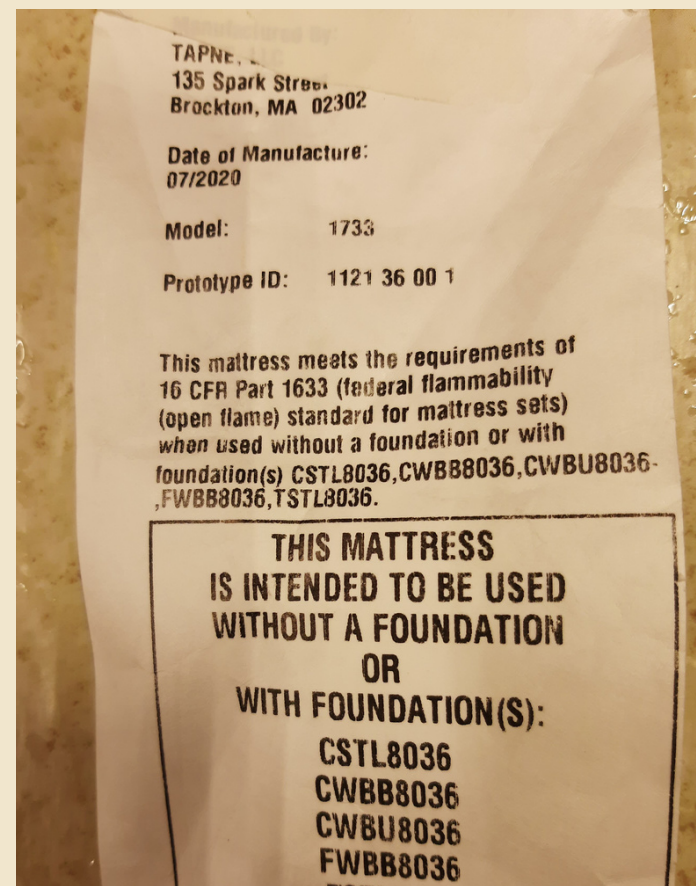


HandUp's recycling facility has been designed to leverage the combined learnings of 5 recycling facilities, located throughout the U.S., to maximize efficiency and effectiveness for our customers.

How do we Decide Which Mattresses to Recycle Versus Upcycle



Condition + Age + Brand



Year-to-date we have recycled 92.6% of all Units Received and Upcycled 7.4% of the total units.

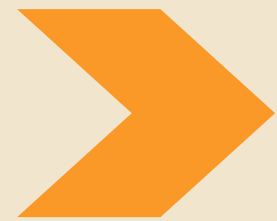
What About Mattresses That Are Rejected?



We Pay a \$35/Unit
Disposal Fee, Charged
Back to Customer, and
Document Every Unit
With Photo and New
MassDEP Form

**We find that less than 1% of Mattresses are rejected for
recycling**

Overview of Partnership with Worleybeds



HandUp & Worleybeds began a partnership in May 2022. Worleybeds proactively sought a solution to recycle mattresses and box springs versus sending to landfill.



Worleybeds purchased a 20' storage container to gather and store mattresses. HandUp provides pickup and mattress or box spring recycling or upcycling services for a per-unit fee



Worleybeds calls HandUp when the container is 75% or 80% full – about 25 Units to schedule a pickup (usually every 2–3 weeks) and HandUp comes within 2–3 business days as schedule allows. HandUp also leverages other trips to come by, when in the in area, to empty the container even if a pickup is not scheduled.

We want to ensure we minimize our customer's administrative burdens while enabling them to provide a responsible way in which to manage the disposal of mattresses.

Results to Date (6 Months of Partnership)



| Recycling: | |
|------------|-----|
| Mattress | 183 |
| Box Spring | 84 |
| Sub-total | 267 |
| | |
| Upcycling: | |
| Mattress | 47 |
| Box Spring | 67 |
| Sub-total | 114 |
| | |
| TOTAL | 381 |

The 381 units weighed a total of 23,114 pounds of which we were able to keep over 19,700 pounds (almost 10 tons) out of the wastestream!

Other Partnership Examples



Hotels



One-time projects to recycle old mattresses & box springs.
Cape Cod, Boston, and Brockton recent projects.

Universities



Summer clean out of dorm beds. Most recent project was
700+ mattresses at UMass Dartmouth

Apartments



On-going contracts with apartment and condo complexes as
most are outside of residential service so provide recycling

HandUp is a flexible, creative, and efficient partner to address unwanted mattresses in all settings and with all types of organizations.

Options Available to Municipalities – FAC90



| Option | Description | Fee Per Unit |
|--|---|----------------|
| <u>Option 1:</u> Mattress Recycling | HandUp will deconstruct unwanted units to reclaim materials to be recycled. Units would need to be delivered by the Municipality to HandUp's facility in New Bedford. | \$21.50 |
| <u>Option #2:</u> Mattress Pickup & Recycling | Handup will pickup unwanted units from the Municipality's designated location (50+ units at a time) and transport them back to HandUp's facility for recycling as described in Option #1. | TBD |
| <u>Option #3:</u> Mattress Storage, Pickup, & Recycling | HandUp will provide a fully enclosed and watertight 40' container to be located at the site determined by the Municipality. HandUp would then be responsible to provide the services outlined in Options #1 &2. | TBD |
| <u>Option #4:</u> Fully Outsourced Curbside Pickup & Recycling | Handup responsible for entire scope of responsibilities to schedule, provide curbside pickup, receive payment, transport, and recycle unwanted units for the Municipality's residents. | TBD |

For More Information:



HandUp Mattress Recycling & Upcycling

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