



Glass Upcycling

RIIF 2014



**Our Mission:
Generating lifelong
connections to
work!**

OUR VALUES

- Everyone Matters • Integrity
- Strong Families • Innovation
- Collaboration • Superior Service
- Continuous Improvement • Sustainability
- Employer-Driven

OUR VISION

Empowering

100,000

*Central Texans to transform
their lives through work*

3,135

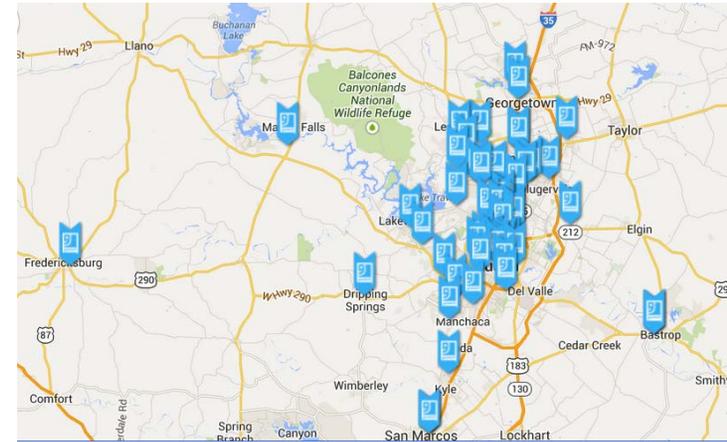
Number of job placements in 2013, an increase of 25% from the previous year.

14,873

In 2013, the number of people who received job-related services.

Our Locations

- 31 retail stores
- 40 donation centers
- 14 job help centers
- Goodwill Career Academy
- Goodwill Community Center
- Goodwill Resource Center
- Coming Soon – The Excel Center



Advancing Business

\$176.5M

Total economic impact in 2013 through wages earned and state tax revenue.

1,086

Number of employers with whom we placed Central Texans seeking work in 2013.

Valuing Our Earth

86%

In 2013, we achieved 86% diversion from landfill, an improvement of 2.39% over 2012.

27.9M

Pounds diverted from the landfill in 2013.



Recycling Innovators Investment Forum

GLASS UPCYCLING

The Opportunity

- Glass, Ceramics, Terracotta
 - Estimated 70,000 lbs per month
 - Non-container glass is not recyclable
 - Results in disposal cost and lost diversion
- Upcycling Opportunity
 - Increased revenues to support mission services
 - Introduction of new product into Central Texas
 - Supports Zero Waste goals of Goodwill Central Texas and City of Austin

Source Material



Process

- Material is culled from unsold donations
- Sorted into 4 categories
 - Clear glass, colored glass, ceramics, terra cotta
- Crushed via hammer mill
- Tumbled to smooth sharp edges

Product



Market

- Garden and landscape supply stores
- Hobby and craft stores
- “Green” retailers

End use as decorative landscape material,
hobby and craft applications

Solid in bulk or in 5, 20, 40 lb bags

Competition

- Retailers selling similar product made from container glass
- No competitors selling product made from non-container glass
- Competitive advantage – Goodwill Central Texas has existing raw material source via donations

Needs

- Start up funds for equipment and facility
- Partners in retail sector to market product





Thank You

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