

ZOOSHARE

an investment with
potential

Building North America's 1st zoo-biogas plant

A photograph of a garbage truck dumping waste into a landfill. The truck is tilted, and a large pile of trash is being discharged. The landfill is filled with various types of waste, including plastic bags, food scraps, and other debris. In the background, there are hills and a cloudy sky with many birds flying. The text '40%' is overlaid in large white font.

40%

**of food produced
in Canada is**

wasted.

A photograph of a garbage truck dumping a large pile of trash into a landfill. The truck is white and has a large metal container tilted to the right, spilling a massive amount of garbage. The trash includes plastic bags, bottles, and other debris. In the background, a large number of birds, likely seagulls, are flying in the sky. The sky is overcast and grey. The overall scene depicts a large-scale waste disposal site.

“ There's no such thing as
waste - **only**
wasted
resources”

- Torah Kachur

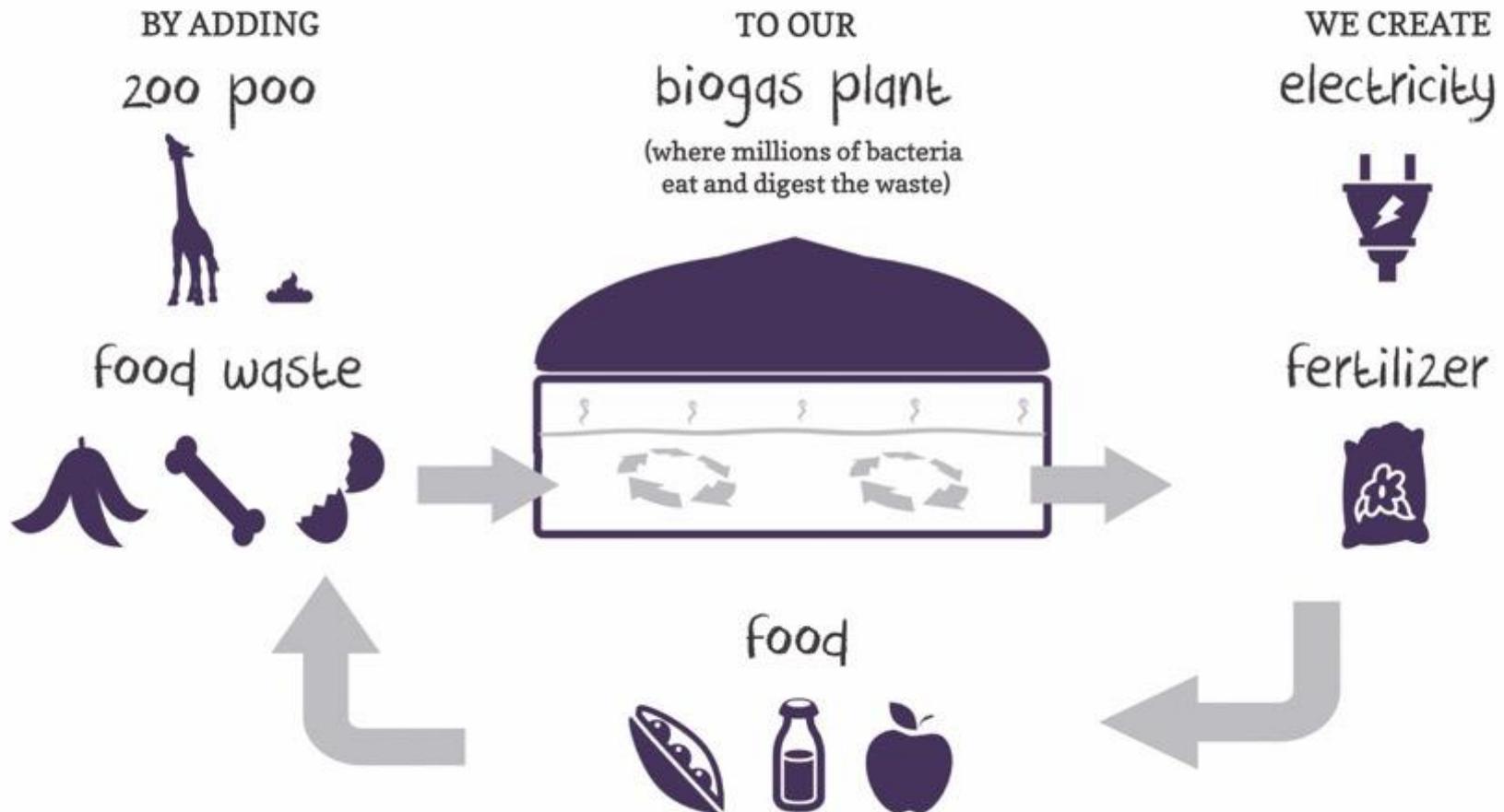
A large pile of organic waste, including food scraps and vegetable peels, is shown in a composting bin. The waste is piled high and appears to be in the process of decomposing. The bin is made of concrete blocks. The background shows a building with a corrugated metal roof.

Organic waste releases methane

25x

worse than CO₂.

poo. power. profits.

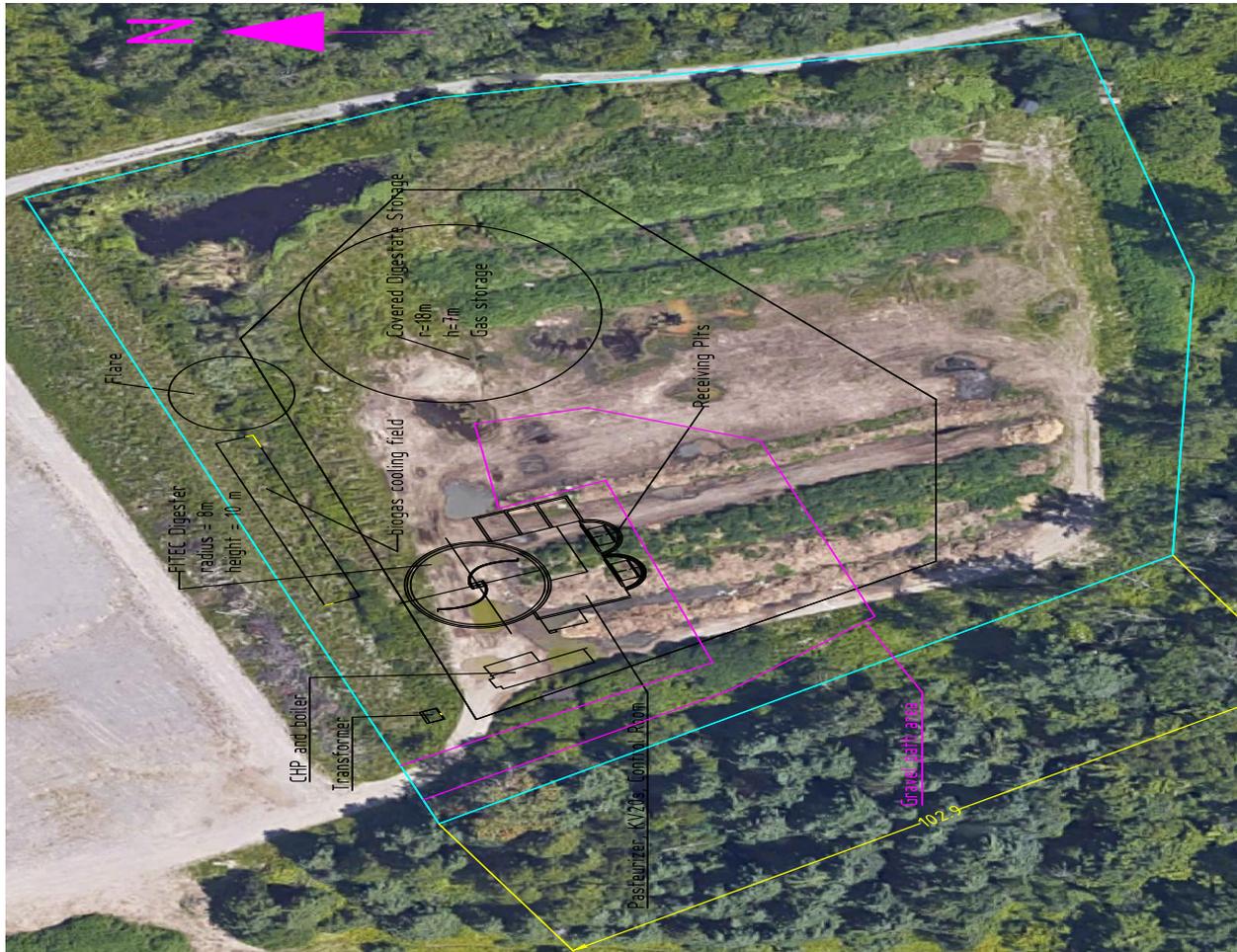


Some back story...



- In 2003, the Zoo investigated the feasibility of turning its poo into power
- With the FIT program making biogas more feasible, in 2010, they issued an RFP for a 3-5 MW biogas plant...
- And then we pitched them on a 500 kW community-owned project instead.
 - Owned by a non-profit renewable energy co-operative
 - Financed through the sale Community Bonds to 692 co-op members, and project debt
 - Developed in partnership with Miller Waste Systems

Our future biogas plant



- Construction – May/18
- Commercial Operations – May/19
- RNG expansion – 2020/2021



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Since launching in 2011...

- Raised over \$4 million through multiple bond issuances
- Feed-in Tariff contract with the IESO
- Lease with the Toronto Zoo
- Partnership with Miller Waste Systems
- Feedstock supply contract with a large Canadian grocery retailer
- Bullfrog Power as an Education Sponsor
- All permits to connect and operate



ZooShare Bonds

Minimum Investment	\$500
Lifetime ZooShare membership fee	\$10
Annual rate of return	5-7%
Term	5-7 years

- 495 bondholders, 692 co-op members
- Bonds are subordinated to project debt
- Lessons learned:
 - Bonds vs Shares
 - Minimum investment
 - RRSP
 - Time & cost of raise



Plenty of challenges and lessons learned

1. Energy industry vs. waste industry
2. Misinformation & misunderstanding of the organic waste market
3. Working with a municipal partner requires patience
4. Financing – traditional vs. bonds
5. Scale – 15,000 tonnes per annum
6. Delays and development cash flow
7. Personal development as a leader
 - From financial analyst to social entrepreneur -





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Thank you!

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