



WASTE CONNECTIONS FRANCHISE APPLICATION

NOVEMBER 4, 2025

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About the Company



- Founded in 1997 and is the 3rd largest solid waste company in North America.
- Provider of solid waste collection, transfer, recycling and disposal services, along with recycling and resource recovery.
- Operations in 42 states and 6 Canadian provinces
- Annual revenues more than \$9 billion dollars.
- Employ over 25,000 people
- Public company traded on the New York and Toronto Stock Exchange

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Waste Connections locally



- Waste Connections (previously known as Progressive and before that, WSI) has been around for many decades and has a longstanding and mutually beneficial relationship with Marion County.
- Good Fellas, which previously operated within Marion County as a Franchise Hauler, was acquired by Waste Connections during the acquisition of Heart of Florida Landfill.
- Waste Connections currently operates in Sumter, Lake, Volusia, Ocala, Citrus, Orange, Hernando, and Seminole County.
- Closest facilities are in Sumter and Lake Counties.

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The Business Plan



- Strategic growth into Marion County.
- Establish a dedicated sales and operations staff.
- Secure 100 new accounts within the first 6 months.
- Initially operate out of their Lake County facility.

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