



Creative Waste Solutions (CWS)

*Expansion Opportunities:
Acquisitions & Vertical Integration*



Creative Waste
SOLUTIONS





About Creative Waste Solutions (CWS)

- CWS is a Florida corporation formed in 2012 to broker outsourced waste collection, hauling, and post-collection services to commercial and industrial clients
- CWS now intends to expand its operations by acquiring, consolidating and managing existing profitable waste and recycling industry service companies and facilities initially in southeastern Florida and eventually in other key markets throughout Florida and the United States





Waste & Recycling Services Industry – Global Market

- The global waste & recycling services industry is growing rapidly
- Climate change, diminishing living spaces, decreasing water supplies, and other resources drive the creation and growth of the **Circular Economy**- a transnational economic system based on **sustainable waste and recycling management that extracts the maximum value from the global waste stream**
- The **Circular Economy fuels growth by using yesterday's waste as tomorrow's resources**; it presents an opportunity for companies to deliver effective waste and recycling management services to support this cycle while also **creating lower operational costs** and delivering **greater profitability** to shareholders

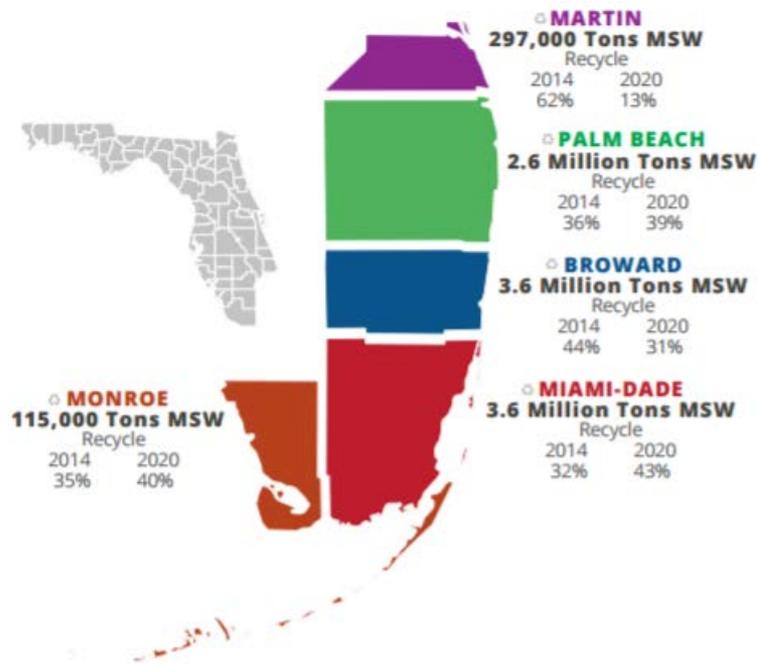




Waste & Recycling Services Industry – Local Market

- There is a robust, existing market for waste and recycling services in Southeastern Florida that has **experienced steady growth since 2012**
- Recently, the Florida legislature enacted **initiatives to increase the total amount of materials recovered and recycled to 75%** (current average is ~34%) of all waste materials by 2020

SOUTHEASTERN FLORIDA MARKET



The 75% recycling goal combined plus large populations and growth, makes Monroe, Martin, Palm Beach, Broward, and Miami-Dade counties ideal for expansion & consolidation opportunities





Waste & Recycling Services Industry – CWS Waste Stream

Waste Stream Components

- Solid waste – commercial & residential
- Construction & demolition debris
- Vegetative debris
- Bulky waste (items too large for standard container)
- E-waste (electronic devices)

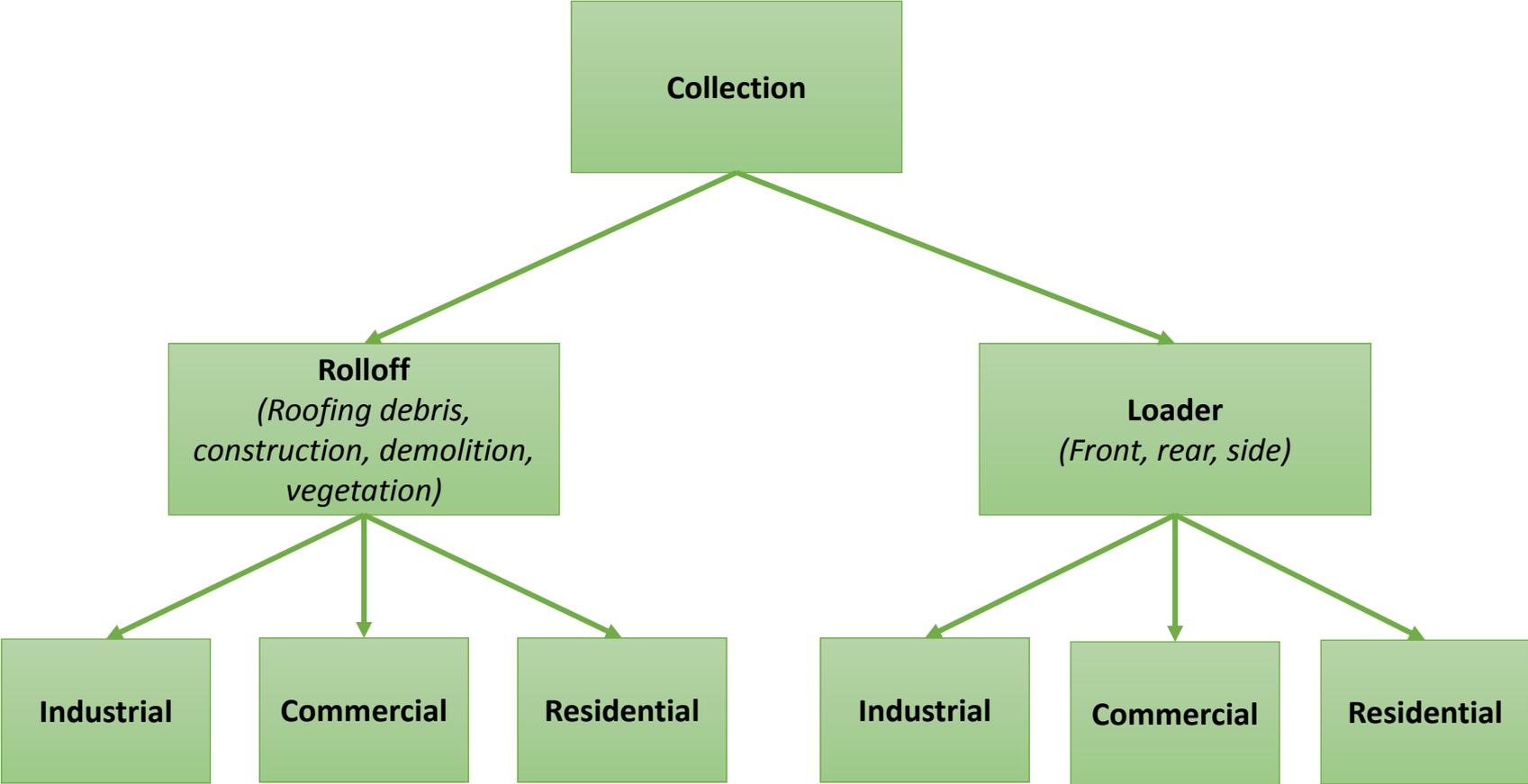
Waste Stream Recovered Materials

- ✓ Old corrugated cardboard (OCC)
- ✓ Paper
- ✓ Ferrous & non-ferrous metals
- ✓ Plastics
- ✓ Clean concrete
- ✓ Clean wood



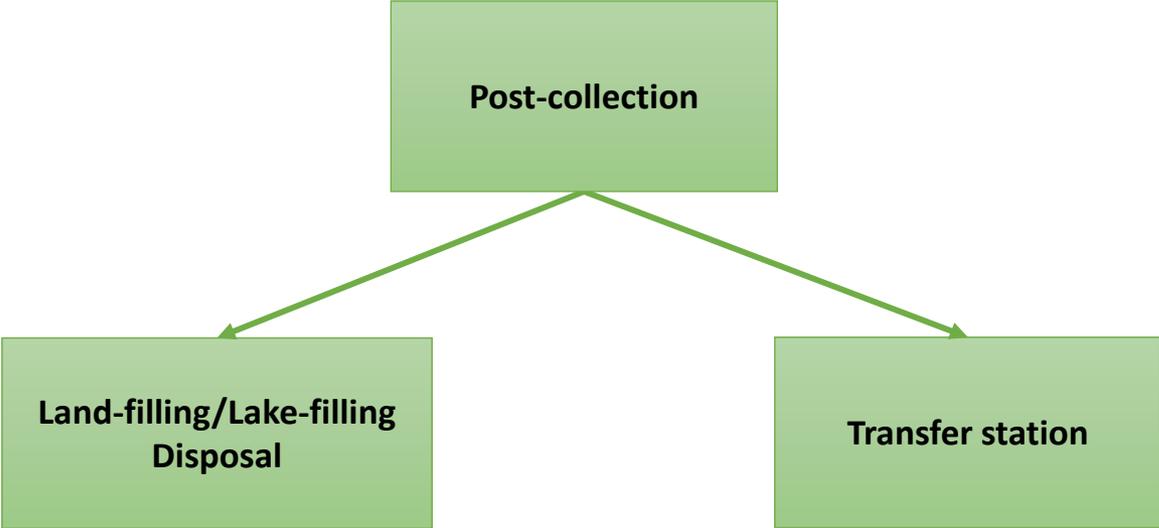


Waste & Recycling Services Industry – CWS Waste Stream Processes & Lines of Business (collection)





Waste & Recycling Services Industry – CWS Waste Stream Processes & Lines of Business (post-collection)





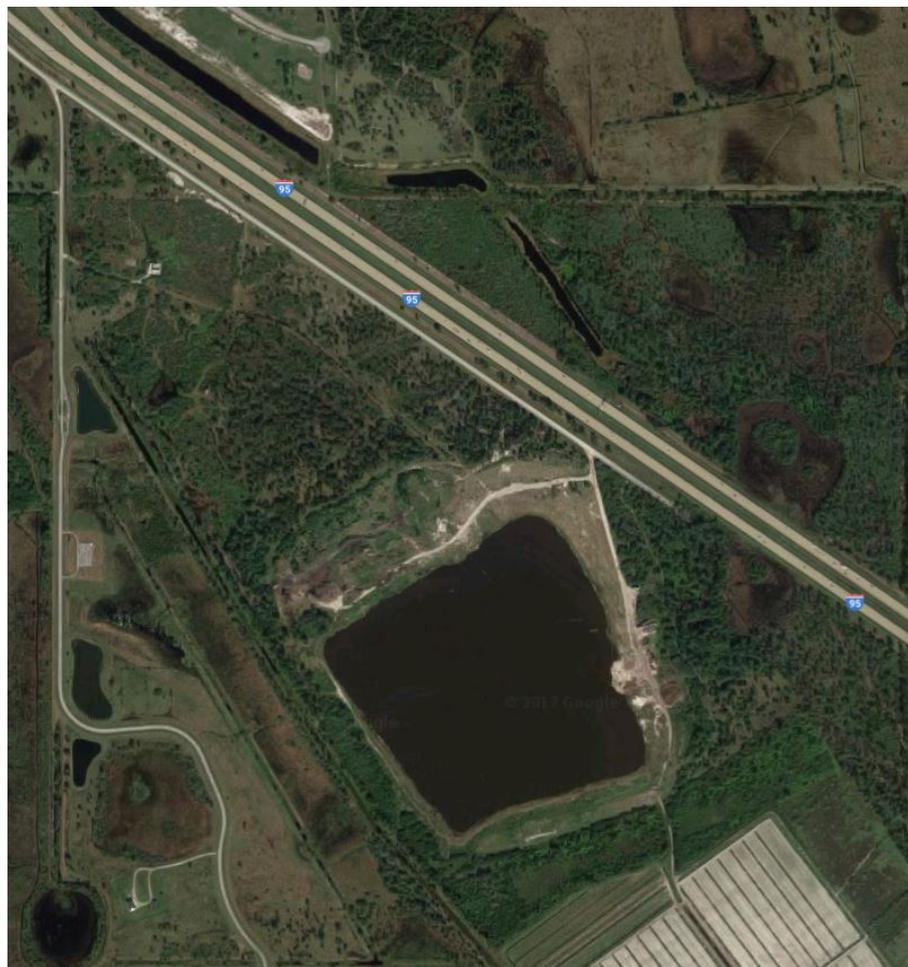
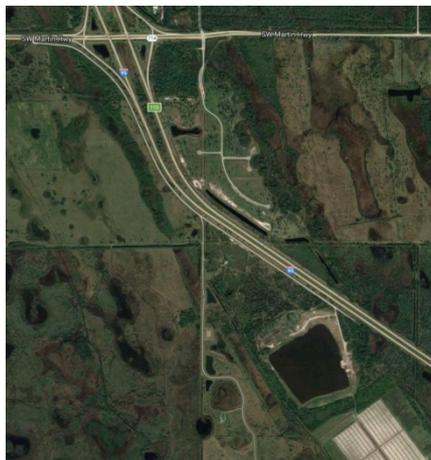
Waste & Recycling Services Industry – Lake-fill Line of Business

- CWS owns a 143-acre property in Martin County, including a 63-acre lake with an average depth of 50 feet
- This lake will be used as a disposal site for environmentally-friendly solid waste, in particular, clean concrete from construction & demolition debris (clean concrete makes up 50% of all C&D debris)
- The profit margin on lakefill/landfill operations is expected to be 48%
- This property is in a highly desirable and accessible location on the I-95 corridor. The Martin County government is eager to see this property developed in the future and it welcomes the Company's plan to reclaim the land
- Once the lake has been completely landfilled and reclaimed, it will be suitable for development and its value to the Martin County real estate marketplace will significantly increase
- This strategy will create a stable opportunity in the growth-oriented southeastern Florida marketplace enabling CWS to develop a \$100 million, vertically integrated waste and recycling management services company





Waste & Recycling Services Industry – Lake-fill Line of Business, cont'd.



[Click here for map](#)





CWS Expansion Plans – Overview

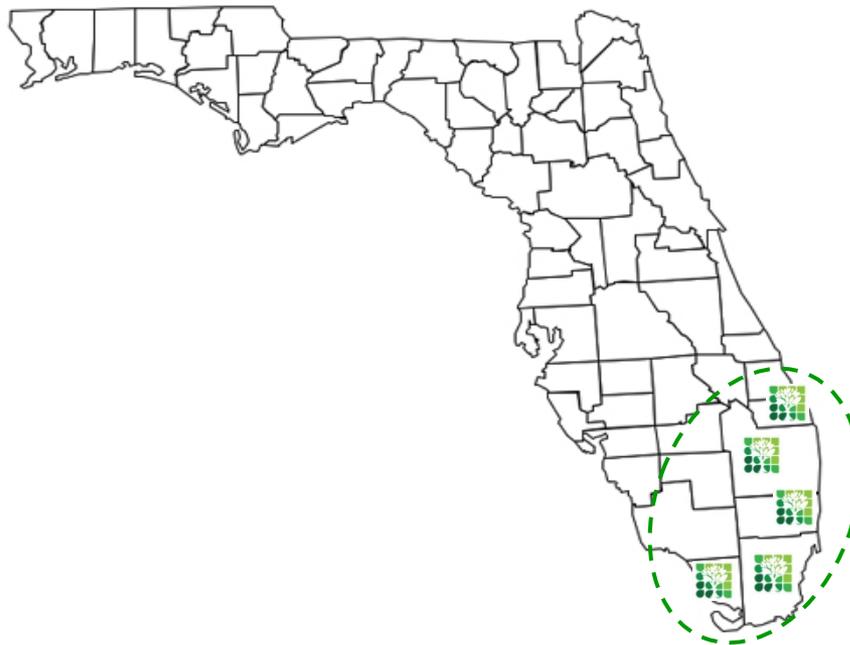
Expansion Goal: to build an efficient, vertically integrated company that can exploit significant existing and emerging revenue opportunities in the Waste and Recycling Services Industry

Expansion markets

1. Miami-Dade County
2. Broward County
3. Palm Beach County
4. Martin County
5. Monroe County

Key Revenue Drivers

1. Waste collection services
2. Waste processing and disposal services
3. Waste recycling services
4. Sales of reclaimed land





CWS Expansion Plans – Overview, cont'd.

- CWS plans to acquire, consolidate, and integrate approximately eight waste collection and carting services companies in Miami-Dade, Broward, Palm Beach, Martin and Monroe counties
- The target companies have already been identified and are profitable, fully licensed, and have existing, exclusive, multi-year contracts in place
- CWS will effectively “inherit” their customer base and market share without the need for further sales and marketing efforts and expenditures
- Creating a vertically integrated company will enable CWS to be up-listed to a more senior stock exchange, such as the NASDAQ Small-Cap Market or National Market Securities Exchange, providing greater access to financing instruments to fund additional opportunities for increasing efficiency, recycling, and land reclamation





CWS Expansion Plans – Detailed

Immediate expansion plans

- ✓ **Complete:** acquisition of Integrated Waste Transportation Services (IWTS)
- ✓ **Complete:** acquisition of Easy Disposal
- ❑ **In progress:** acquisition of Creative Land Management (CLM)
- ❑ **In progress:** acquisition of Thoroughbred Waste Solutions (TWS)

Long-term expansion plans

- CWS is in talks to acquire a eight acre transfer station in Florida. Acquisition includes CWS inheriting the newly acquired ten year debris contract that was awarded in Monroe County, Florida
- CWS is also looking to expand into Long Island, New York and is in talks to acquire two holding and collection facilities





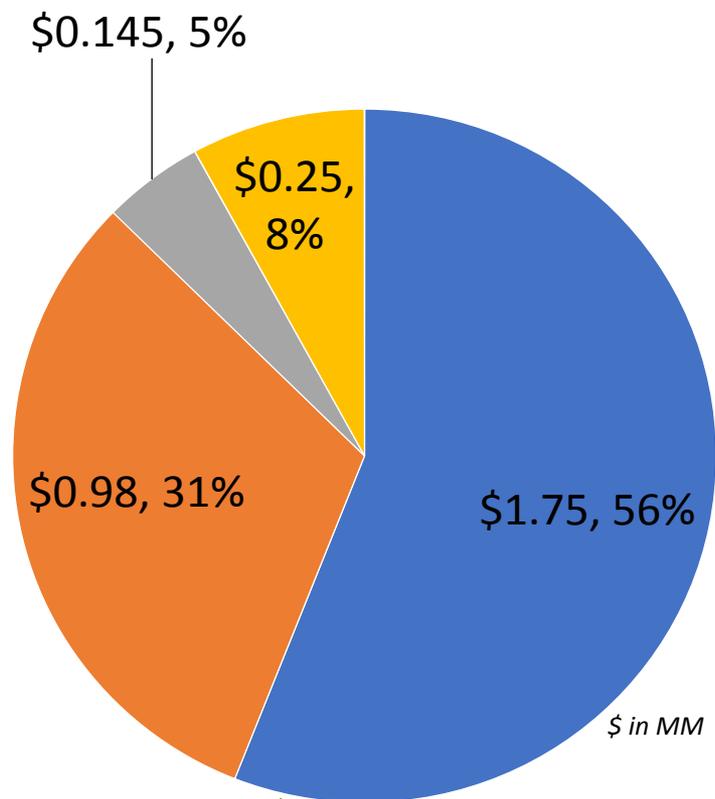
CWS Expansion Plans – Benefits

- Through **strategic acquisition, CWS will build density** in strategic markets to enhance profitability while cutting operational costs
- A key benefit of building density through acquisition is the effect of **immediate integration and expansion into these markets** without having to allocate additional costs for salesforce, at the same time allowing for the **utilization of fewer assets** to manage more route density; while also providing economic and convenient post collection disposal locations for our fleet to maintain a high level of productivity, safety and profitability





Use of Proceeds



- Purchase of Creative Land Management
- Purchase of Throughbred Waste Solutions
- Administrative costs
- Purchase of heavy equipment

**2.5M shares @ \$1.25 per share
= \$3.125M**





Corporate structure

Organization Details

- Symbol: CWSS
- Shares Issued and Outstanding: 5.764M
- Shares Authorized: 220M
- States Incorporated: Nevada, Florida

Corporate Governance

- Audit & Accounting: De Leon & Company, PA
- Securities Counsel: McMurdo Law Group
- Transfer Agent: Transfer Online
- Investor Relations: Pivo Associates

Contact Information

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CWS Team – Key Leadership

Morris Heider – CEO / Chairman, Board of Directors

Morris Heider has worked in the Waste and Recycling Management Services Industry for more than 20 years. His operational experience includes collections, transfer and recyclables processing systems, as well as financial forecasting and acquisitions.

Since July 2010, Mr. Heider has held various operations management positions with Progressive Waste Solutions, Inc. He currently manages the company's MSW and C&D processing facilities in Broward County, Florida.

Prior to this, Mr. Heider served as Vice President and President of Atlantic Coast Environmental, Inc., which operated a C&D recycling processing facility in Deerfield Beach, Florida. As Senior Vice President of Integrated Recycling Corporation, he was responsible for developing and implementing the company's business plans, which focused on targeting and acquiring key waste management services assets in the Metropolitan New York area. He successfully negotiated contracts totaling \$42 million in gross revenues and secured Waste Trade Licenses from the City of New York.





CWS Team – Key Leadership

Jed Brownie – COO

Mr. Brownie is a self-made success in the Waste and Recycling Management Services Industry. In 1995, he began working for Brownie Moving and Heavy Hauling as a laborer and, later, as a foreman. He went on to become a 25% owner of **Brownie Companies** and was responsible for managing all of its East Coast operations. The company now holds a contract with Monroe County, Florida, for transferring and hauling vegetation from all county transfer stations.

In 2009, Mr. Brownie started his own Florida company, **Interstate Recycling**, which is responsible for transferring and hauling vegetation from Martin County transfer to INEOS Bio of Vero Beach. In 2014, he started **County Cardboard Recycling**, a commercial front-load company that serves Florida's Treasure Coast and Palm Beach areas.

Mr. Brownie currently owns and operates all three companies.





CWS Team – Key Leadership

Joseph P. Graham, Esq. – Corporate Secretary

Mr. Graham is an attorney, admitted to the Bar in the States of New York and New Jersey. Mr. Graham has a diverse skill set as a result of his various jobs in the legal field.

In 2008 Mr. Graham worked in the U.S. EPA Office of Enforcement and Compliance Assurance, Air Enforcement Division. In 2009 he worked with the Community Health Law Project, a project that prosecuted civil rights cases on behalf of the disabled and indigent. In 2010 Mr. Graham worked for the Honorable Michael J. Yavinsky in the New York City Criminal Court System.

From 2011 to 2012, Mr. Graham worked with Fred Alger Management where he received his training on SEC law and worked with general counsel of the mutual fund complex and was responsible for various regulatory filings with the SEC, reviewed all agreements, acted as a liaison with sales and marketing departments regarding their responsibilities under securities law, and provided guidance to portfolio managers and analysts regarding investment restrictions.

Mr. Graham graduated from Pace University School of Law in 2010 and received his Bachelor of Arts from Montclair State University, magna cum laude, in 2007.





CWS Team – Board of Advisors

Morgan Pepitone – Chairman, Board of Advisors

Mr. Pepitone has more than 21 years of experience in every aspect of the Waste and Recycling Management Services Industry. His expertise includes:

- Developing and implementing routing, time management, and productivity programs for commercial and residential collections
- Designing, developing, permitting, and operating solid waste recovery facilities for recycling C&D debris and processing bulk, vegetative, commercial and residential waste
- Developing and managing disaster debris programs
- Evaluating and optimizing waste and recycling management systems and procedures
- Government policies, procedures and consulting

Mr. Pepitone is currently the Division Manager for **Waste Services of South Florida**, Inc. (WSI), Deerfield Beach, Florida, and is responsible for the growth and management of all lines of business in Broward County. His efforts achieved a 35% increase in gross revenue between 2011 and 2012. He has also been instrumental in acquiring Lone Star Trucking and fully integrating the firm's assets into existing lines of business.

Previously, Mr. Pepitone held positions as the Chief Operations Officer/Vice President of Atlantic Coast Environmental, Inc. (ACE), Deerfield Beach, Florida; President of Gold Coast Carting, Inc., Pompano Beach, Florida; and Chief Operating Officer of Rapid Roll Off and Recycling, Inc., Deerfield Beach, Florida.





CWS Team – Board of Directors

Abraham Mishal – Member, Board of Directors

Mr. Mishal, has worked in the financial services industry as a senior-level executive and top producer since 1987. He has also served as Chairman & CEO of a private merchant-banking firm that specialized in advising emerging growth private and publicly traded companies on capital raise-ups, mergers and acquisitions, securing strategic alliances and general financial advisory services.

Over his 29-year career, Mr. Mishal has developed many unique skill sets and a platinum contact list. He has worked on a wide range of transactions in the publishing, financial services, mining, technology, digital media and database marketing industries.

Mr. Mishal has been instrumental in raising substantial amounts of debt and equity capital to further the business plans of many of his clients and personal endeavors.





CWS Team – Board of Directors

H. Gregory Bach – Member, Board of Directors

Mr. Bach is a Board Certified Orthopedic Surgeon who has practiced in South Florida since 2007, treating all orthopedic and spine conditions. He is a graduate of the Medical University of Ohio, and completed his Orthopedic Surgery Residency at the University of Illinois, Chicago. Mr. Bach also studied spinal surgery; completing his Spine Surgery Fellowship at the prestigious Mayo Clinic in Rochester, Minnesota.

In addition to his medical practice and patient care, Mr. Bach conducts regular research in a variety of Orthopedic areas. His studies and articles have been published in the Journal of Trauma, Journal of Surgical Orthopedic Advances, and the Journal of Hand Surgery. He also regularly serves as an instructor at various orthopedic institutions and as a professional lecturer.

