



HandUp
Mattress Recycling
& Resale

Massachusetts Solid Waste Advisory Committee

Presentation



April 25, 2024

Who we are



- HandUp is a social-impact company that is committed to donating 60% of net profits to support our immigrant and refugee neighbors
- We are a for-profit business that is dedicated to mattress recycling and resale
- We are strategically located in New Bedford, MA
- We are a MassDEP certified FAC90 mattress recycling vendor

HandUp Mattress Services Offered



- Dropoff - customers can drop off mattresses directly to our New Bedford mattress recycling facility. **Per FAC90 pricing Municipal Customers pay a recycling fee of \$21.50/unit**
- Pickup - we use our fleet of trucks to pick up a minimum of 40 units from customers. **Per FAC90 pricing Municipal Customers pay \$21.50/unit recycling fee plus a transportation fee (ranging from \$300 - \$735/load depending on distance)**
- Curbside Pickup - we schedule, collect payment, pickup, and recycle units directly with residents in 30+ towns throughout MA. **Our fees range from \$40-\$65/Unit**

HandUp Mattress Resale or “Upcycling”



- HandUp carefully selects a select few mattresses to be cleaned, sanitized, and resold - less than 3% of the units we receive are resold/upcycled
- Highest quality brands at prices no more than 20% of normal retail price
- HandUp is the only mattress recycler, in MA, that resells mattresses, each of which keeps 100% of the weight of the mattress out of landfills
- In 2023, HandUp sold over 2,000 mattresses and box springs to give many more good nights of sleep

HandUp 2023 Results



- We processed over 63,000 mattresses and box springs
- We recycled over 1,350 tons (2.6M lbs.) of steel, wood, foam, and cotton scraps with 78% of the weight of all units received recycled
- We count over 140 active customers that range from towns and municipalities, trash haulers, junk haulers, transfer stations, retailers, universities, hotels, and apartment complexes.
- We donated over \$120K in cash and \$30K in product to area non-profits working with immigrants and refugees

MassDEP Support

Over the past 2 years HandUp has been fortunate to receive 3 RBDG Grants, from MassDEP, to purchase:

Steel Compactor



Pocket Coil Deconstructor



Box Truck



Takeaway: These grants have been critical to our ability to scale the business to meet growing mattress recycling needs in the

MassDEP Support - CASE STUDY



Steel Compactor



Takeaway: Prior to the steel compactor, we sent loose springs and filled a 70-yard container every day (+/-6K lbs.) and lost around \$150/load due to low weight and trucking charges.

Now we fill 70-yard container once a week (+/-26K lbs.) and are paid around \$2,300/load

This has resulted in a \$12K/mo. positive change to operations

What's Ahead?

Initiatives:

- Beginning to ship mattresses, via mail, anywhere in the U.S.
- New mattress resale shop to be located in the North End of New Bedford
- Renewing participation as MassDEP FAC90 mattress recycler to continue to offer mattress recycling and pickup services to MA municipalities

Challenges:

- Downstream market for foam and cotton scraps has collapsed
- Proposed Mattress Recycling EPR legislation does not reflect MA market realities