





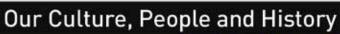


### **WASTE CONNECTIONS**





























#### **Welcome to Waste Connections!**

For almost 25 years, Waste Connections has created a culture that goes beyond excellence. Very few companies today have an authentic culture established by an executive team who are still sharing that vision with their employees. We invite you to learn, embrace, and champion the culture so you and those around you have a great place to work. Waste Connections continues to be the premier solid waste and recycling services company in North America. **Culture Matters** is key to our success!





#### **Purpose**

Honoring our commitments provides our stakeholders peace of mind and establishes us as the premier waste services company in the markets we serve. This creates a safe and rewarding environment for our employees while protecting the health and welfare of the communities we serve, thereby increasing value for our shareholders.

#### Vision of the Future

Our goal is to create an environment where self-directed, empowered employees strive to consistently fulfill our constituent commitments and seek to create positive impacts through interactions with customers, communities, and fellow employees, always relying on our Operating Values as the foundation for our existence.

#### **Statement of Operating Values**

Our values are the foundation of our culture. They define the priorities and boundaries for everything we do. They are listed in order of importance to serve as a decisionmaking tool for each employee. Through adherence to our values, we are able to empower employees and operate decentralized.



*Safety* – We strive to assure complete safety of our employees, our customers and the public in all of our operations. Protection from incident or injury is paramount in all we do.

*Integrity* – We define integrity as "saying what you will do and then doing it". We keep our promises to our customers, our employees and our stockholders. Do the right thing, at the right time, for the right reason.

*Customer Service* – We provide our customers the best possible service in a courteous, effective manner, showing respect for those we are fortunate to serve.

A Great Place to Work — We maintain a growth culture where our employees can maximize their potential, personally and professionally. Our objective is to provide an environment where people enjoy what they do and take pride in their work. We wish to embody a work hard, play harder culture.

The Premier Waste Services Company in the U.S. and Canada – We continue to provide superior returns, remain environmentally responsible and continue to grow in a disciplined way, deploying resources intelligently and benefiting communities we live in. We remain a "different breed".

A MESSAGE FROM

# Worthing Tackman THE LEADER OF WASTE CONNECTIONS



"OUR UNIQUE CULTURE CHERISHES
OUR EMPLOYEES, EXPECTS THE
HIGHEST MORAL STANDARDS
FROM OUR LEADERSHIP TEAM
AND SEEKS TO GIVE BACK TO THE
LOCAL COMMUNITIES IN WHICH
WE OPERATE."

Worthing Jackman
President & CEO

#### **Welcome to Waste Connections!**

All of us at Waste Connections work hard to be the premier waste services company in the U.S. and Canada. Without the efforts of our team of professionals in our company's regions, districts and sites along with our corporate office departments, it would be impossible to share our success.

Our longevity stems from a "Servant Leadership" philosophy that has driven our company culture that consists of respect, encouragement, accountability, teamwork and colleagues that truly care for each other. We don't operate from a "top down" principle but from a "bottom up" perspective. Our company cherishes our employees, expects the highest moral standards from our leadership team and seeks to give back to the local communities in which we operate.

While we work hard at Waste Connections, we also play hard! Over our history, we have celebrated our hard work through office parties, milestones with team members, regional meetings, attendance at industry conferences, building bikes for local charities and enjoying each other's company at company rodeos or events..

Your leadership team at the corporate and regional level is dedicated to providing the safest work environment, the most efficient operations standards, supportive sales and marketing functions, the most up to date IT infrastructure, exacting functionality for accounting, legal protection, and the highest level of care for our employees.

Without our board members, investors, history makers and employees, we would not be at the forefront of a great future for our company. Thank you for contributing to Waste Connections' success!

#### Waste Connections Leadership



Worthing F. Jackman President & CEO

Darrell W. Chambliss Executive Vice President, Chief Operating Officer

James M. Little Executive Vice President, Engineering & Disposal

Patrick J. Shea Executive Vice President, General Counsel, Secretary

Mary Anne Whitney
Executive Vice President,
Chief Financial Officer

Matthew S. Black Senior Vice President, Chief Tax Officer

Jason J. Craft Senior Vice President, Operations

**David G. Eddie** Senior Vice President, Accounting Officer

**David M. Hall**Senior Vice President,
Sales & Marketing

**Eric O. Hansen**Senior Vice President,
Chief Information Officer

Robert M. Cloninger Vice President, Deputy Counsel Assistant Secretary

**Keith P. Gordon**Vice President,
Information Systems

Shawn W. Mandel Vice President, Safety & Risk Management

Susan R. Netherton Vice President, People, Training & Development

Jason Pratt Vice President, Corporate Controller Scott I. Schreiber Vice President, Equipment & Operations

Kurt Shaner Vice President, Engineering & Sustainability

Gregory Thibodeaux Vice President, Maintenance & Fleet Management

Colin G. Wittke Vice President, Sales

Richard K. Wojahn Vice President, Business Development

# BEGINNING



Early Days of "Work Hard... Play Harder."



Planning the future at Ron and Davin's kitchen table.



IPO Celebration!





They started talking, and talking some more. They all had ideas on how they wanted the company to look. Several people that had worked together early on decided to take a chance and acquire some BFI operations. With Ron leading the charge, and a toast of Coors Light, the foundation of Waste Connections was laid . . .

and the rest is history.

Let's Do This!









"OUR CORPORATE CULTURE IS THE SAME AS IT WAS IN 1998. A LOT OF PEOPLE DIDN'T THINK WE COULD MAINTAIN THAT FOR 20+ YEARS."





#### Waste Connections Financial Milestones

### WC REVENUE HISTORY Then & Now





#### **COMPANY STATS**

	1997	2020
Revenue	\$6mm	\$5.4bb
#States/Provinces	2/NA	43/6
Operations		
Collection	2	311
Transfer	0	185
Recycling	0	68
Landfills	0	92
E&P	0	42
Intermodal	0	6
Market Cap	Private	\$27.1bb
Adj. Free Cash Flow	NA	\$842mm
Total Shareholder Return Since IPO	NA	>4,000%
Employees	200	19,000+
Trucks/Equipment	100	16,270
Acquisitions	4	420
Investors	12	100,000+



## What Our Employees Say About Us

#### The culture here is what I value the most.

The degree of respect, care, integrity and genuine concern aligns with my personal values, and is evident in everyday interactions. I have...never experienced this level of cohesion between stated values and actual demonstration of them. "WORK HARD, PLAY HARDER" Waste Connections!!

#### Jamalli Cho-Kee

From day one it was clear that this company is a different breed. It's all about the people and serving others. This lets us work hard and play harder. It's like one big family and the culture is infectious.

#### **Jonathan Abrams**

We pride ourselves on building relationships...knowing our people, their spouses and how many children and pets they have. We care and its genuine, that is how we get people to look out for each other whether they are management or our front line employees. People want to work here, we have fun, we work hard and we take care of each other like family.

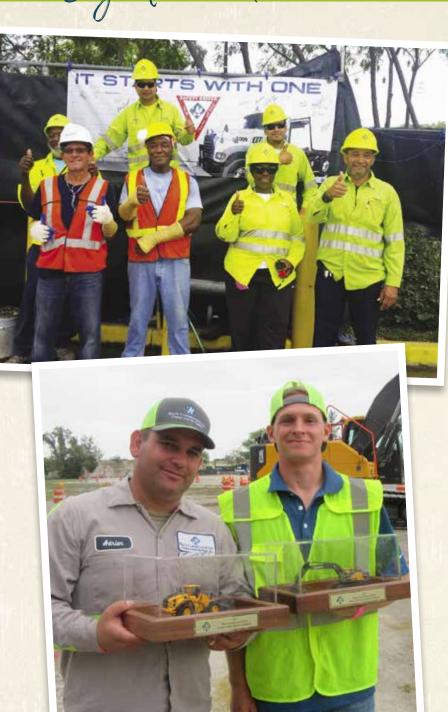
#### **Pam Parsons**

#### The Waste Connections culture differentiates it from all other companies...

The company cares about its employees, their families, and provides every opportunity for you to be successful. When you enjoy what you do, the people you work with and for, it makes it a joy to come to work each day. So glad to be a part of the Waste Connections Team!

#### **Greg Greene**

I have had more fun at work here at Waste Connections than I have ever had in my previous 5 years in the industry. "Work Hard, Play Harder" what a motto. WC Rocks! Randy Lewis



#### Waste Connections Annual Milestones

#### 1997



Waste Connections
Founded in California

First acquisition in Vancouver, WA

#### 1998



Waste Connections' Initial Public Offering on NASDAQ

42 additional acquisitions

#### 1999



Acquires El Paso Disposal, Novak Sanitation, Murrey's Disposal, CRC, Finley Buttes

46 other acquisitions

#### 2000



Acquires two MSW landfills, two collections operations and one transfer station from Allied Waste

\_ 24 other acquisitions

#### 2001



Acquires majority interest in Pierce County Composting, Recycling, and Disposal

Acquires first site east of the Mississippi

\_ 18 other acquisitions

#### 2007



Receives investment grade credit rating

12 additional acquisitions

#### 2008



Acquires Harold LeMay Enterprises

Revenues surpass \$1 billion

14 other acquisitions

#### 2009



Acquires seven MSW landfills, six collection operations and three transfer stations from RSG

Acquires Sanipac

5 other acquisitions

#### 2010



Acquires initial E&P waste business

17 other acquisitions

Commences cash dividend

#### 2011



Acquires County Waste entering Hudson Valley

12 other acquisitions

#### 2016



Acquires Progressive Waste Solutions

Revenues surpass \$4 billion

12 other acquisitions

#### 2017



Acquires
Groot Industries

13 other acquisitions

#### 2018



Disposal Services

19 other acquisitions

#### 2019



Acquires Penn Waste

20 other acquisitions

Revenues surpass \$5 Billion

#### 2002



Transfers stock listing to NYSE

Acquires San Luis Obispo and Knoxville

14 other acquisitions

#### 2003



Acquires Green Waste/ Green Team

└ 14 other acquisitions

#### 2004



Enters intermodal business via Northwest Container Services

13 other acquisitions

Commences stock repurchase program

#### 2005



Adopts Servant Leadership principles and corporate statement of values

\_ Acquires Mountain Jack

17 other acquisitions

#### 2006



Acquires **El Dorado Disposal** and Eastern
Kentucky from WM

#### 2012



Corporate offices move from Sacramento, CA to The Woodlands, TX



Acquires R360 Environmental Services expanding E&P waste business

Acquires Alaska Waste

11 other acquisitions

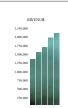
#### 2013



10th consecutive year of positive shareholder returns

8 additional acquisitions

#### 2014



Revenues surpass \$2 billion

9 additional acquisitions

#### 2015



Acquires Rock River Environmental Services

13 other acquisitions

#### 2020



Acquires Waste Control



Acquires L.P. Gill

# WASTE MASTERS SOLUTIONS

Acquires WasteMasters Solutions



Acquires Dick's Sanitation

17 other acquisitions



# leadership in SAFETY

At Waste Connections, Safety is our #1 Operating Value. We believe that safety is the responsibility of each and every employee; it is ingrained in our culture. Our success has been driven by the development of our managers and supervisors into Servant Leaders and our ability to instill this commitment-based, safety-driven culture across our broader employee base. Servant Leaders are accountable to employees for each employee's success at work and beyond; safety is an integral component of this commitment. The strong relationship between Servant Leader and employee enables us to utilize observations and tools to develop an employee risk-profile ranking and to facilitate effective communication and behavior coaching. Put simply, the focus on safety is but one of the ways that we invest in our most important asset—our people.

Embracing our safety-focused, Servant Leadership-driven culture has reduced incident frequency by 70% over our 20+ year history. We obsessively strive for ZERO incidents and are most proud of this accomplishment given its positive impacts on our employees, customers and the communities in which we live and work.

Our CEO referred to safety in a Waste360 article, "We believe safety is the greatest testament, that you have a responsibility for your employees and for the communities you operate in. The lower your incident rate, the healthier your company is overall. The reality is that Waste Connections had a couple of horrific fatalities in its early stages, and they both involved children. Unfortunately, the waste and recycling industry is a dangerous business, and it's a business where when something goes wrong, usually something really bad happens because of the nature of the business. When you, your company and your employees have been involved in a fatality that involves a child, it has a profound impact. We had two back-to-back child fatalities within a 12-month period, and that really had an impact on my view of safety and how we handle our operations at Waste Connections."



"Having worked in the industry for over 24 years and holding positions at the district, division, region and corporate levels, I KNOW that the special culture that runs throughout every level of Waste Connections is a differentiator."

- Shawn Mandel
Vice President,
Safety & Risk Management

# ACAUTION VEHICLE STOPS AND BACKS FREQUENTLY





# Servant Leadership

#### Servant Leadership Success Story

#### THE PROBLEM

Despite the success of Waste Connections early on and its rapid growth into the third largest solid waste company in the U.S., good employees were leaving. Out of a staff of 3,000 in 2005, between 1,200 and 1,400 employees were leaving the organization each year—a turnover rate of more than 40 percent. What's more, 80 percent of those losses were voluntary. People were choosing to leave the company.

The leadership team knew the company would not remain successful if it had to replace and retrain 40 percent of its staff every year. They were particularly concerned about the number of employees who were resigning—and knew they needed to find a way to keep them.

To help management understand the reason for the high turnover, for a period of two years each person who left the company was asked to fill out an exit survey. More than 2,000 survey respondents spelled out the problem: their leaders had failed them.

Forty-five percent of those surveyed said they could not have a candid conversation with their manager. An equal number said they were not doing the work they had been hired to do.

Waste Connections' executive leaders took a hard look at themselves. They recognized they were the ones their people couldn't talk to. They were the ones who hired people and gave them false expectations. If they wanted to increase employee retention, the leaders had to fix themselves.



#### THE SOLUTION

During the leadership teams' search for a solution to this operational crisis, they heard about a concept called Servant Leadership. The team learned that it turns the traditional leadership pyramid upside down, placing leaders at the bottom so that they can serve the employees at the top.

In support of the culture change was Waste Connections CFO, who stated at the time, "I'll have a higher degree of confidence in our ability to hit financial

projections and commitments made by our managers if Servant Leadership gets embedded in our culture. We'll actually be running the business, rather than the business running us."



"I met Ron Mittelstaedt, CEO and founder of Waste Connections, a number of years ago when I spoke to his CEO roundtable. Ron and I discovered we were kindred spirits in leadership philosophy. As a result, I got to do some work with Ron and his key managers as they progressed on their servant leadership journey. This essay, written by Rico Maranto, learning and leadership development manager for Waste Connections, will show you how the influence of the top manager can make servant leadership come alive and create great human satisfaction and results."

—Ken Blanchard

Waste Connections: A Servant Leadership Success Story Reprinted with permission from Servant Leaders in Action by Ken Blanchard and Renee Broadwell. Barrett-Koehler Publishers. "Implementing Servant Leadership is hard. It requires continuous reinforcement. We still constantly talk about it and spend resources on it. Unless an organization is committed to doing that, Servant Leadership will become a dusty book on the shelf."

#### THE IMPLEMENTATION

The company introduced Servant Leadership at the 2005 annual management meeting. They discussed the employee turnover problem, explained the long-term impact of high turnover on the organization, shared the results of employee exit surveys, and set the expectation of change. They then defined Servant Leadership and invited all of the managers to become servant leaders. (Ken Blanchard was the keynote speaker at that meeting.)

#### **CHANGING THE CULTURE**

COO Darrell Chambliss says, "Implementing Servant Leadership is hard. It requires continuous reinforcement. We still constantly talk about it and spend resources on it. Unless an organization is committed to doing that, Servant Leadership will become a dusty book on the shelf."

#### THE RESULTS - A Great Place To Work

By the end of 2010, overall turnover had dropped from 40 percent to 17 percent. And of that, only 56 percent resigned, down from 80 percent. Waste Connections' stock outpaced all of their competitors as well as the S&P, and safety incident rates had dropped 14 percentage points—from 40 percent in 2006 to 26 percent.

Summing up the impact of Servant Leadership: "The whole idea of Servant Leadership is that it has a positive ripple effect. The way our leaders treat their employees becomes the employees' vision of leadership. The employees then go out and coach little league teams, serve in their church or community, lead in their families, and leave an indelible Servant Leadership thumbprint. Their influence improves their families and communities and continues to ripple outward as others lead the way they have been led."

#### **TODAY AT WASTE CONNECTIONS**

Waste Connections' stock continues to outperform its competitors and the S&P over the long term. Safety incident rates were the lowest in the industry and turnover continued to be low. As Waste Connections moves into the future, Servant Leadership will continue to be how we do what we do: foster real relationships, as they achieve unparalleled results.

#### Waste Connections **Engagement** → **Relationships** = **Results**

We identified Engagement as the foundation of our 2020 Vision, as we looked to position Waste Connections for the future with continued focus on the core values that have been integral to our success. That vision of engagement included expanding our offerings for training and development of our leaders and frontline employees, and innovating new technology platforms to increase connectivity with our employees, customers and communities in which we operate.

Specifically, we announced or expanded the following engagement-driven initiatives in 2020:

- Launch of Workplace, our internal social networking app designed to facilitate communication, celebrate successes and build relationships across our over 400 operating locations;
- Implementation of our enhanced Learning Management System to expand content and increase access and visibility on training and development opportunities;
- Expansion of employee resource groups, including the Waste Connections Women's Network and the Veterans S.E.R.V.E. Network; and
- Expansion of training and onboarding tools for new employee transition and development.

Our 2020 focus on engagement was timely, as the COVID-19 pandemic necessitated the use of remote alternatives to in-person training and development and highlighted the importance of connectivity both inside and outside of the Company. We believe that our investment in technology to enhance connectivity and its effectiveness during the pandemic will result in a stronger, more engaged team as we emerge from this period, and over time, lower voluntary turnover.



#### **Covid-19: Waste Connections' Response**

From the onset of the COVID-19 pandemic, we recognized that as an essential services provider, our communities would count on us, and we on each other, to honor our commitments. As such, protecting the health, safety and welfare of our employees was our top priority. Recognizing the potential for financial hardship and other challenges, we provided a safety net for our employees on issues of income and family health through the addition of over \$35 million in discretionary spending primarily directed to frontline employee support through supplemental pay and bonuses. We covered COVID-19-related testing and medical costs, expanded and extended access to medical benefits, and provided wages for those with childcare issues.

We also proactively raised our targeted minimum wage to \$15 per hour, above many state and provincial requirements. To support and protect our employees, we established protocols and implemented operational changes focused on the health and safety of our employees and achieved seamless transitions to remote work environments for customer service representatives and other support personnel.



Through these efforts, we enabled our employees to make the right decisions about the health of their families and the well-being of their colleagues, which resulted in continuity of service to the communities we have the privilege to serve.

In addition, we expanded our Employee Relief Fund for those experiencing financial hardship and launched the Waste Connections Scholarship Program to assist our employees' children in

pursuing their educational goals. We introduced new technologies to increase employee connectivity and engagement, particularly important during pandemic-imposed distancing.

We also recognized the needs of the communities where we live and work, increasing our level of charitable support to assist food banks, families at risk, and organizations with a focus on addressing racial inequities at a local or national level, providing meals for healthcare workers and higher risk populations, and donating critical personal protective equipment.

We are so grateful for the expressions of gratitude, recognition and support for our essential worker employees from customers and communities as they recognize the role of our essential services in providing a sense of normalcy and certainty during unsettled times.

#### Waste Connections **Diversity and Inclusion**



At Waste Connections, we are committed to building and developing diverse teams that function in an environment of mutual respect, where employees feel empowered to contribute. Operating across hundreds of markets in the United States and Canada, we recognize the benefits of diversity and the importance of ensuring that employees feel respected and included, encouraged to bring their unique perspectives, ideas and best skills to work each day. In keeping with our efforts to support and encourage diversity and inclusion, we have undertaken several initiatives, including the 2019 introduction of a formal Diversity Policy for our Board of Directors and Senior Management with aspirational targets for femaleBoard representation and additional disclosure on workforce composition.

In 2020, we incorporated diversity and inclusion into Servant Leadership training, focused our leadership summit on understanding and mitigating unintended biases, expanded our Servant Leadership assessments of managers by employees to include diversity and inclusion, enhanced recruiting practices to ensure the broadest candidate pools, established financial commitments to organizations that focus on racial inequities and that support women and children at risk, and supported the development of resource groups including our Women's Network and Veterans' S.E.R.V.E. Network.

Waste Connections is a signatory to the CEO Action for Diversity & Inclusion, the largest CEO-driven business commitment to advance diversity and inclusion within the workplace.



We are committed to building and developing diverse teams that function in an environment of mutual respect, where employees feel empowered to contribute.

# What Our Employees Say About Us

What I enjoy best about Waste Connections are the people who I have had the privilege to meet. Everywhere you go, everyone is open arms and passionate about their CULTURE. The Waste Connections family makes me feel at home, welcomed, and puts a smile on my face every time. Waste Connections has a great culture, and makes me glad to be part of this team.

#### **Andres Castillo**





Waste Connections is an incredible organization for many reasons. One of those reasons is because we choose to give back, in various ways, to the communities in which we live and serve. One standout memory I have is related to a Big Brothers Big Sisters Bowl-a-thon fundraiser we participated in several years back. I'll never forget the reaction the BBBS director had when Ron and the group presented a check to the director for those funds raised. With tears in her eyes, she graciously accepted the check and composed herself long enough to explain what the money would mean to the kids and programs associated with BBBS. Here's to you, WC, for positively impacting those who are less fortunate than us. We are a "different breed."

#### **Jeff Stevens**

This is, without any exaggeration, the best job I have ever had in my 43 years of work experience! "A Great Place to Work!" is an understatement. Very pleasant work atmosphere always, and this company recognizes the value in hiring mature adults and using all their accumulated talents. Most appreciated! I am fairly new with my job...but when I joined the company I felt the atmosphere was really different, the camaraderie between employees is awesome. Allison Renner



# What Our Employees Say About Us

Waste Connections is unique compared to other places where I have worked because it is such a great place to work. The atmosphere with Waste Connections is much more friendly and appreciative than other places that I have worked. With other companies, I had to go by the motto "Work to live" but with working with Waste Connections I now "live to work." I enjoy coming to work every day!!! I am so lucky to say this as I have never been in the position to say this with previous companies that I have worked for. :)

#### **Tanya Moore Hamilton**

I love the Servant Leadership culture at Waste Connections. As a manager, I take pride in helping my team reach and succeed their goals, and my manager helps develop and train myself, and my peers, for the next level.

#### Matt Loewen

I wanted to just say thank you for the invite for SLD! This IS the best place I have ever been able to work. Zig Ziglar said when your vocation becomes a vacation you have found your dream job! well I have found my dream career! I don't mean by vacation that I relax all the time, I just love the company I work for! Again thank you!

#### Jason M. Wilson

I am in awe of the company's commitment to Servant Leadership development! I am so proud to be here to "make good things happen for other people!"

#### Sue Muma

The best thing about working at Waste Connections is the Servant Leadership. You feel more supported and understood.

#### **Bing Bingham**

What makes Waste Connections unique....Servant Leadership isn't just some buzz word that leaders pass around. This company lives and breathes it! Bravo WC for making this a great place to work!

#### **Scott Kitt**







### What Sustainability Means to Us

We recognize the importance to our stakeholders of our commitments to minimize our impact on the environment, invest in our employees, expand the positive impacts we have on the communities we serve, maintain the strong financial health of our Company, and increase returns to our shareholders.

At Waste Connections, environmental stewardship through sustainability initiatives has always been integral to and consistent with our strategy and focus on long-term value creation for our shareholders. In 2020, we published expanded disclosure around our Environmental, Social and Governance ("ESG") efforts in our 2020 Sustainability Report, which includes long-term, aspirational targets and our commitment of over \$500 million over fifteen years for investments to meet or exceed our targets. We view ESG as an avenue for growth with attractive returns and operational benefits. Advancing sustainability by generating additional offsets to our emissions, increasing resource recovery and on-site water management, continuing improvement to our safety record, voluntary turnover and Servant Leadership scores is core to who we are at Waste Connections.



#### **ZERO WASTE**

We believe our sustainability initiatives align with and support the efforts of our customers and the communities we serve. We regularly work with customers to increase resource recovery and facilitate their pursuit of zero waste goals. Whether providing services like composting of yard waste and food waste or supporting the introduction of new technologies, such as anaerobic digesters, we partner with communities and industrial customers to advance their objectives to reduce their



reliance on landfills, decrease waste disposal costs and reduce emissions. Our easy-to-use reporting and analytics tool, Recycle 360°, enables our customers to develop waste management plans and track ongoing performance against waste reduction and recycling targets.



#### **RESOURCE RECOVERY**

At Waste Connections, resource recovery is a key element of sustainability and includes recycling through our material recovery facilities (MRFs). An integral part of our service offerings, we recycle or divert over 50% of our collected waste volumes in many markets, in some cases over 70%, and we continue to expand these efforts.



At the recycling plant level, we are investing in additional optical sorters and robotics to manage headcounts at MRFs, increase productivity and improve the quality and value of recycled commodities through reduced contamination rates. We currently utilize this technology in a number of facilities and recently signed an agreement to deploy an additional 24 robots across our MRF footprint.

**OUR TARGET** 

**4** 50%

Increase resources recovered.



#### LANDFILL GAS RECOVERY

The environmental benefits of utilizing landfill gas to generate electricity or produce pipeline-grade natural gas is compelling, with the economic benefit dependent on several factors, including landfill size, age, gas generation rates, and infrastructure costs, as well as the value of the energy produced. At our 23 existing landfill gas generation facilities, we annually process approximately 32.5 billion Standard Cubic Feet (SCF) of gas for conversion to energy, or the equivalent needed to power roughly 333,000 homes. We are pursuing a number of additional opportunities for renewable gas systems at existing landfills and look forward to expanding our biogas recovery by at least 40% to achieve our fifteen-year aspirational targets.



#### FLEET EMISSIONS AND EFFICIENCY

As a route-based business, a portion of our carbon footprint is linked to our fleet, and therefore we look to selectively utilize alternative fuel vehicles as part of our efforts to reduce fleet emissions. In addition to utilizing 1,186 Compressed Natural Gas (CNG) trucks and with the expected payload and route capacity of commercial electric collection trucks comparable to diesel trucks, we will soon begin beta testing the first production application of fully electric collection vehicles (EVs) in North America developed by The Lion Electric Co. and Boivin Évolution Inc. We will be testing a hybrid EV as well. The fully electric trucks operate quietly and generate zero emissions. We look forward to continuing the expansion of alternative fuel vehicles in Waste Connections' fleet.

In addition, we focus our efforts on reducing consumption of fuel and petroleum-based products through replacement of older trucks with newer, more efficient trucks, utilizing transfer station networks to consolidate waste onto fewer trucks, installing controls to minimize idling time, switching to synthetic motor oils with longer replacement intervals, and reducing emissions by installing more advanced engine filters. In addition, we utilize technology, including onboard tablets and route optimization software to minimize driving time, and engine diagnostics software to anticipate issues to avoid downtime.



#### **COMMUNITY ENGAGEMENT**

Now more than ever it is critical to increase engagement within our communities and connectivity with our customers. We partner with our communities and in many instances deploy recycling coordinators to schools, community events and residences to provide educational sessions about the benefits of recycling and proper waste management. In 2019, we launched the Bob Davis Award for Leadership in Sustainability to recognize employees who demonstrate exemplary leadership in advancing sustainability through implementing or serving on community projects, programs, outreach, education, initiatives or services that benefit their community, customers, coworkers or Waste Connections.



We partner with our communities and in many instances deploy recycling coordinators to schools, community events and residences to provide educational sessions about the benefits of recycling and proper waste management.



















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