

# GREASE 4 PROFIT

**BioJoe Renwick**

Head Honcho

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# HOW I STARTED GREEN ENERGY BIOFUEL



In 2007, I made my first batch of biodiesel in my garage using **waste oil** from a local restaurant, and that's what led me to start the company in 2008.



Expanded into industrial waste, grease trap pumping, and multi-facility processing



Today: a major waste-to-renewable energy operation serving the east coast



# GREEN ENERGY BIOFUEL



Year Founded: **2008**



2025P Revenue: **\$20 million**

2025P Adj. EBITDA: **\$5 million**



Sales Geography: **Southeast United States**



Employees: **40+**    Locations: **4 +2 in 2026**



Services: **Oil Collection & Processing,  
Depackaging, Industrial, Restaurants**

# 2025 - AWARDS



Innovator of the Year



Awarded Best Place To Work in South Carolina



Top 500 most influential people South Carolina - SCBiz

**2025 INNOVATOR OF THE YEAR AWARD**



**SCBIZ**  
SOUTH CAROLINA 500



# OUR LOCATIONS



**GEB#1**  
**Winnsboro**

**GEB#2**  
**Tennessee**

**GEB#3**  
**Main Office**

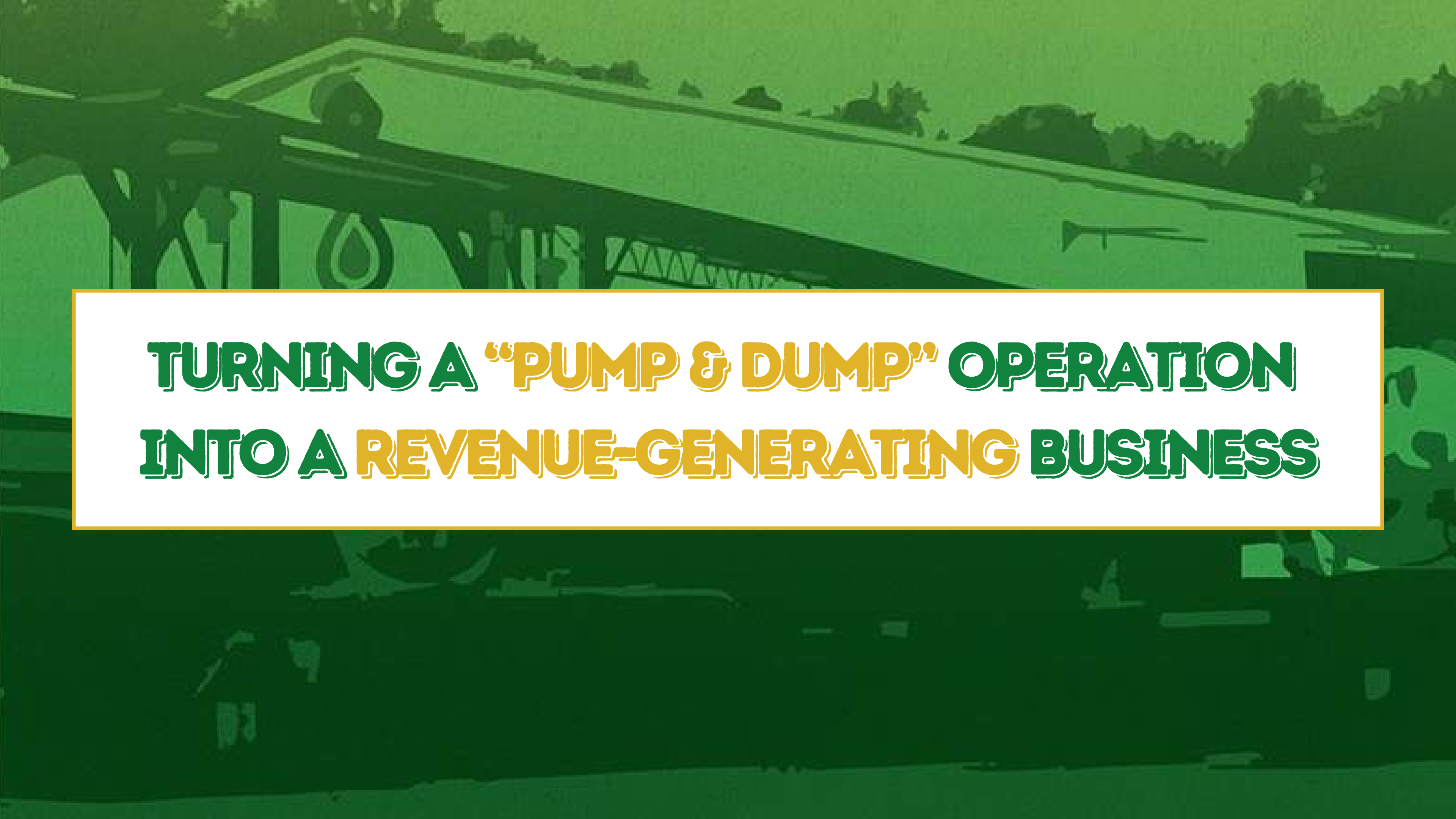
**ReSoil**  
**Compost**

**310 South Congress St.**  
**Winnsboro, SC 29180**  
**Phone: (803) 718-6323**

**1754 Alcoa Highway**  
**Knoxville, TN 37920**  
**Phone: (865) 622-7474**

**2110 Main St.**  
**Warrenville, SC 29851**  
**Phone: (803) 718-6323**

**1692 Brazell Rd**  
**Elgin, SC 29045**  
**Phone: (803) 766-1692**



**TURNING A “PUMP & DUMP” OPERATION  
INTO A REVENUE-GENERATING BUSINESS**



# THE PROBLEM:



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## GREASE WASTE & FOG



Restaurants generate large volumes of FOG (fats, oils, grease)



Improper disposal = clogged pipes, spills, municipal fines



Many haulers still operate a “**Pump & Dump**” model



Businesses lose money by treating grease only as waste

# GREASE TRAP WASTE CAN COST \$3-5M/YEAR FOR MUNICIPALITIES

Feedstock	Definition
Food waste	Commercial, institutional, industrial, and residential food wastes, particularly those currently disposed of in landfills (DOE, 2017)
Fats, oils, and greases (FOG)	Materials generated during food preparation at food service establishments and at rendering plants; includes yellow grease, brown grease, and animal fats (Milbrandt et al., 2018)
Sewage sludge	Solid, semi-solid, or liquid residue generated during the treatment of domestic sewage in a treatment works (Code of Federal Regulations (CFR), 1993)
Animal manure	Animal manure is organic material containing nitrogen, phosphorus, potassium, and other nutrients produced at concentrated animal feed operations (CAFOs) (Milbrandt et al., 2018)





**THE OPPORTUNITY:**

# “PUMP & DUMP”

Load → Haul → Pay disposal fees

No value recovery

High overhead, low margin

VS

# “PUMP FOR PROFIT”

Collect → Bulk/Process → Sell

Revenue from oil sales

Stronger margins, scalable operations

# THE OPPORTUNITY: TURN WASTE INTO REVENUE



Used cooking oil (“yellow grease”) is a **valuable** biodiesel feedstock



Trap grease (“brown grease”) can be processed or repurposed into a valuable biodiesel feedstock



Waste becomes a **commodity**, not a liability



Better for the environment + better for the bottom line

# WHERE'S THE GREASE?

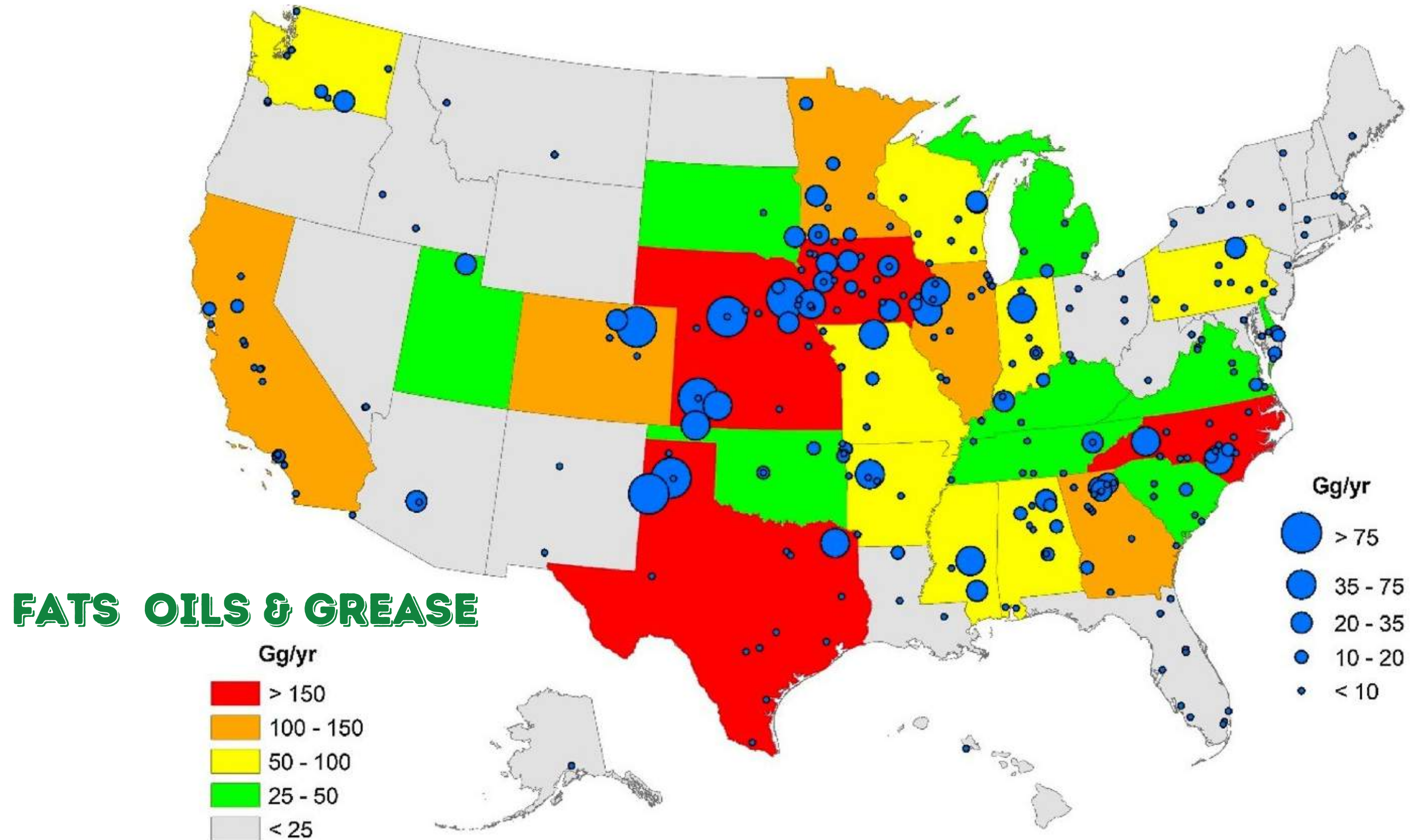
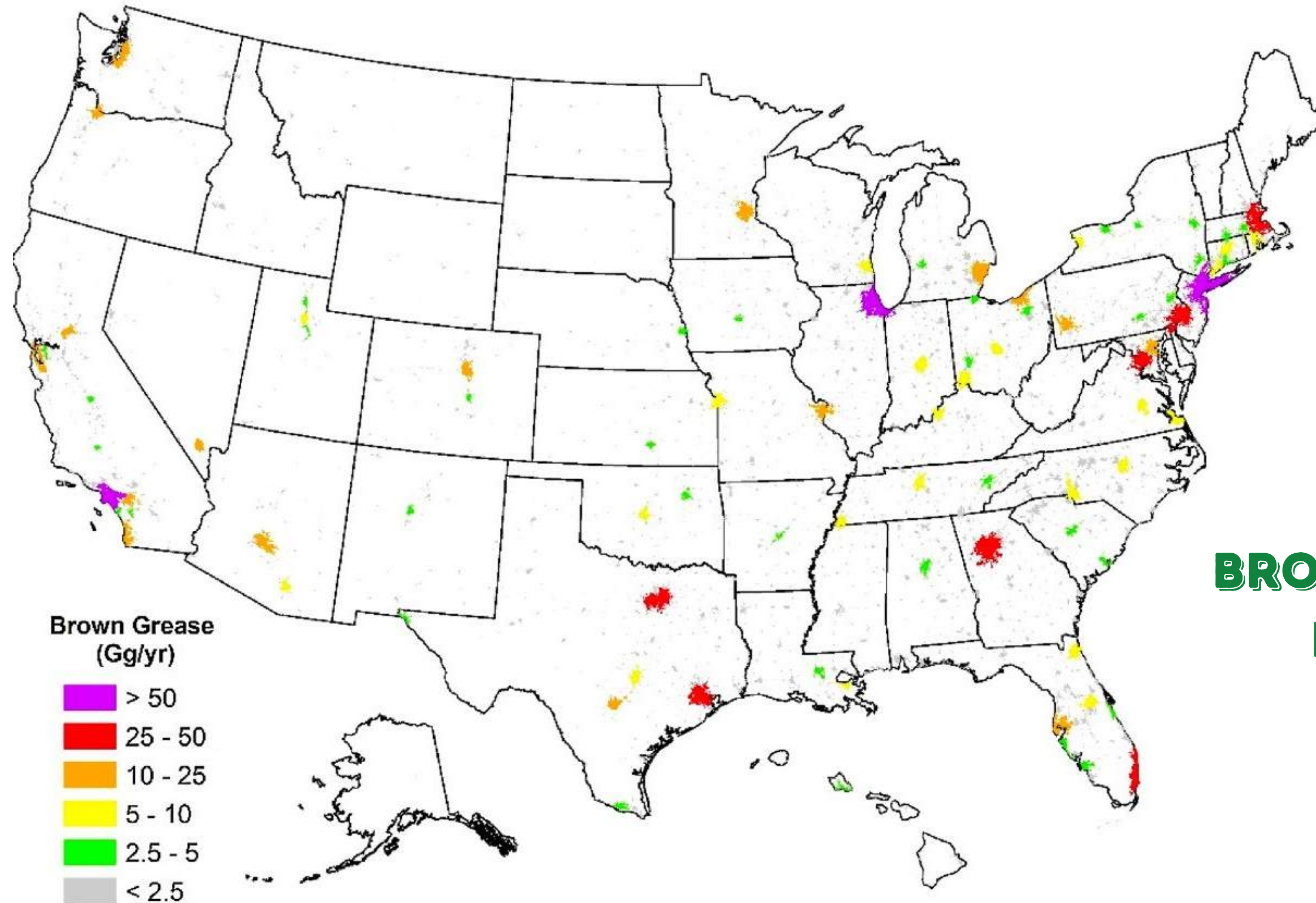


Fig. 5. Inedible animal fats generation in the United States by state and rendering plants.

# WHERE'S THE GREASE?



**BROWN GREASE  
BY STATE**



# WHERE THE MONEY IS: MARKET BUYERS



Biodiesel producers (renewable energy)



Animal feed & oleochemical markets



Industrial processors needing FOG feedstock

# HOW GREASE BECOMES A PROFITABLE PRODUCT

Collection  
& transport

Solid  
removal

Water  
separation

Filtration &  
refining

Sale/transfer  
to biodiesel or  
industrial  
buyers

The background is a stylized, green-tinted illustration of a building with a large globe in the foreground. The building has a prominent roofline and a large window. The globe is positioned in the lower right corner, showing continents and oceans. The overall style is clean and modern, with a focus on green tones.

# **ESSENTIAL CHECKLIST** **IN GREASE BUSINESS**



**CUSTOMER SERVICE**



# CRUST BUSTER



# INNOVATION



**BIG GREASY**

# CHOOSING THE RIGHT TRUCK



Size based on daily route **volume**



Vacuum power required for trap pumping  
1000CFM is KEY



Stainless tank vs Carbon steel vs Aluminum



Consider Up-Time, fuel efficiency & maintenance



Plan for both yellow grease AND trap grease hauling



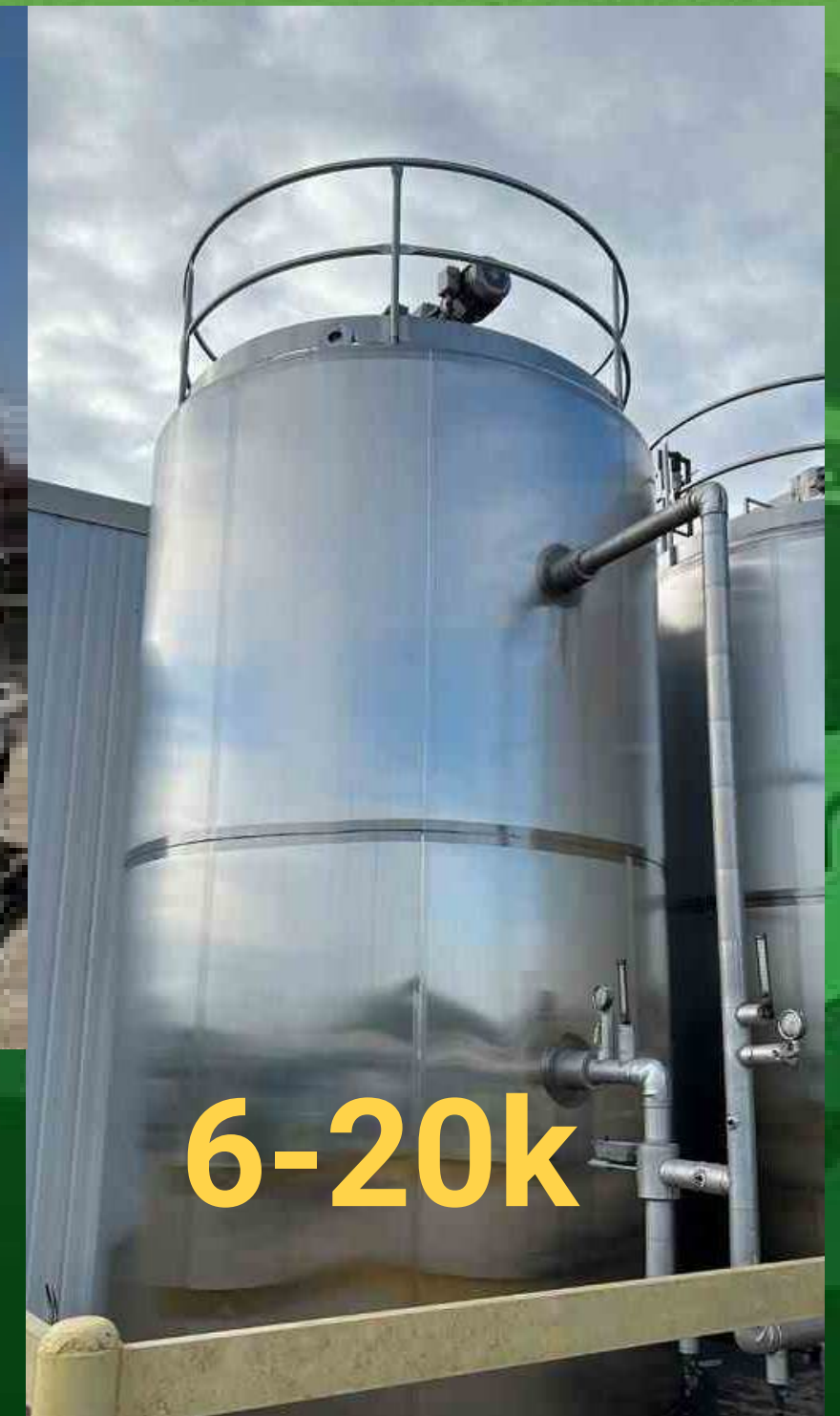
# SCREENS



20k



6-9k



6-20k

# TANKAGE OPTIONS



# RAILCAR ACCESS



# WASTEWATER DISCHARGE PERMIT



**BRAND**

The background is a green-tinted illustration of a modern building with a glass facade and a globe in the foreground. The building has a prominent horizontal line and a decorative element on the roof. The globe is positioned on the right side of the image.

# UNDERSTANDING THE MARKET

# UCO AND YELLOW GREASE MARKET VALUE 2021-2026

- Mid AG-UCO-0007 - Used cooking oil, delivered US Gulf, cts/lb
- Mid AG-GRS-0009 - Yellow grease, delivered US Gulf, cts/lb



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# GREASE RECOVERY ECONOMICS

## 3 Biggest Factors affecting profitability:



### Tipping fee charged (or avoided)

- Documented fees of \$0.03/gal (CA Digester) to \$0.25/gal (Hawaii)



### Sale price for Brown Grease

- Fluctuates between \$0.15 to \$0.25/lb (\$1.00 to \$1.50/gal)



### Water Disposal Fees

- Depends on municipality, effectiveness of treatment can vary from \$0.02 to \$0.10/gal

Daily Volume	gal/day	10,000
Days/yr	days	250
Annual Volume	gal/yr	2,500,000
Current Disposal	\$/gal	\$0.15
Recoverable Grease	% vol	3%
Annual Grease	gal/yr	75,000
\$/lb		\$0.18
		\$101,250
Estimated Sewer Cost	\$/gal/yr	\$0.03
		\$72,750
Summary		
Current Tipping	\$/yr	\$375,000
New Sewer Disposal		\$72,750
Savings		\$302,250
Grease Revenue		\$101,250
Total		\$403,500



# CASE STUDY:

# CASE STUDY: 100,000 GAL TRAP/GREASE PUMPED

💧 Recon Accounts for 30-60 days - Define Winners and Losers

💧 100k Pumped with 90k Dumped

💧 10k High-strength FOG back to the Piggy Bank

💧 Decant what you can = Water makes no \$\$

💧 Call to line up recovery 5k-6k gal small goal

- Septage
- Grease Trap
- Portable Toilet Waste
- Industrial wastewater
- DAF Sludge
- Rendering plant offal
- Fish processing waste
- Pork blood, rotten milk

## CASE STUDY

# PROJECT TAKE - AWAY:

- ✓ Solves problems of FOG disposal = Lower Rates (Negotiated)
- ✓ Produces sellable waste as biofuel feedstock
- ✓ Allows competitive edge to bids
- ✓ Provides interim solution while you determine need for investment
- ✓ Allows a new business model to develop in your market



**FINDING “HOMES”  
FOR GREASE WASTE**

# FINDING "HOMES" FOR GREASE WASTE





**SCALING YOUR OPERATION**  
**THE SMART WAY**

# SCALING YOUR OPERATION THE SMART WAY



- Start small, refine your process
- Reinvent routes for efficiency
- Invest in storage/processing capacity early
- Build relationships with restaurants & large food producers
- Track every gallon, every dollar

Question?



[Grease4Profit.com](http://Grease4Profit.com)

**SCAN TO VIEW THE  
FULL PRESENTATION**





# THANK YOU!



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