

# Environmental

ENVIRONMENTALBUSINESSREVIEW.COM

## Business Review



## TURNING WASTE AND RECYCLING INTO A MANAGED COST DISCIPLINE

Commercial waste and recycling services sit in an odd place on the expense ledger. They get paid monthly, they affect tenants and visitors, yet few property teams have the time or background to examine them closely. For executives selecting waste recycling services, the buying decision is less about hauling and more about control. That means knowing who reads the data, understands site conditions and keeps routine service from becoming a quiet source of avoidable cost.

Waste vendors charge for pickups, but that is rarely the whole problem. Service levels are often inherited from old property setups, tenant mixes shift and invoice details hide patterns that no one reviews unless a specialist looks. A shopping center, hotel, campus or recreation facility may keep paying for containers, compactor schedules or pickup frequencies that no longer reflect actual use. Recycling adds its own complexity. Contamination charges, unclear bagging rules, local market differences and organics regulations can turn a sustainability program into another source of dispute unless the service model reflects what actually happens at the property each day.



For buyers who want measurable savings without losing service reliability, Green360 is a clear and well-matched fit.



A strong waste recycling services partner treats invoices and site conditions as connected evidence. Billing review alone falls short if it does not verify container size, tenant behavior, service frequency and access points. Site review alone is incomplete if it does not test whether hauler charges, overage fees, contamination claims or weight-based costs are justified. A sound model links both, then gives buyers practical choices.

Service needs disciplined follow-through. Many savings opportunities fail because recommendations are made once and left to property teams with full workloads. The right partner helps implement service changes, monitors whether they create problems and adjusts schedules when seasonality, vacancies or tenant activity shifts. Aggressive cost reduction can backfire when containers overflow, tenants complain or guests encounter poorly managed waste areas. The goal is a waste and recycling

setup that matches real demand, without letting haulers, fees or outdated assumptions govern the budget.

Recycling adds another layer of scrutiny. Programs should increase diversion only where a site can support it. Buyers need a provider that understands container placement, tenant compliance, contamination risk, local hauling rules and the pricing structures that determine whether recycling reduces total cost. Sustainability language has little value unless it connects to better service design and fewer unnecessary charges.



**Green360 Partners** is a strong option for property owners, asset managers and property management teams that want waste recycling services managed as a controllable business line. Its 360 Waste Diversion Analysis combines invoice review, on-site verification and practical recommendations. Consulting support keeps hauler communication, monthly invoice checks and service adjustments under active review. Green360 operates as an outsourced advisory layer for commercial real estate teams, not as a hauler. Engagements typically begin with three months of invoices, a property walk and a baseline analysis of equipment, pickup frequency and charges. Its integrated recycling work is especially relevant for properties that need diversion programs aligned with tenant behavior and contamination control. Green360 has identified or delivered nearly \$1 million in cumulative savings across client engagements, with reported opportunities ranging from 20 to 25 percent in monthly savings to roughly \$145,000 a year at a California retail property. For buyers who want measurable savings without losing service reliability, Green360 is a clear and well-matched fit. **EB**

# Green360 Partners

## The Operating Line Asset Managers Overlook



Patrick Truninger,  
National Director - Strategic Accounts

For most asset owners and property managers, the priority list runs in a familiar order: fill the vacant space, drive foot traffic, protect the guest experience. Waste gets handled in the background. The invoice gets paid. Nobody asks questions. That assumption is costing most properties more than they realize.

Commercial real estate tracks cap rates, NOI, tenant mix, and capital expenditure with precision. Waste and recycling costs get far less attention. For most retail and mixed-use properties, waste is treated as a fixed operating expense, reviewed at contract renewal and otherwise ignored. Property managers overseeing hundreds of moving parts rarely have the specialized expertise to optimize them. The result is a category that is almost always overspent and invisible to ownership. Green360 Partners was built to fix that.

“Most facility or property managers have never had anyone audit their waste program. Our 360 Waste Diversion Analysis usually uncovers savings and efficiency opportunities,” says Patrick Truninger, National Director - Strategic Accounts.

### Finding What Invoices Hide

Every engagement begins with three months of waste invoices. From there, Green360 conducts a full property walk-through and container inventory, confirming whether the containers a property is being billed for actually exist, whether they are the right size, and whether pickup frequency still reflects current tenant activity. If haulers are arriving before containers are full, the firm can shift the property to

an on-call model or right-size service levels so pickup reflects actual waste volume, not an outdated schedule inherited from a prior tenant mix.

Extra fees compound the problem. Each month, Green360 reviews hauler documentation, photos, and videos to identify marginal overage and contamination charges. When those charges do not reflect the realities of a large retail environment with dozens of tenants, the firm challenges them directly and negotiates credits on the next invoice. For clients not ready for a full engagement, a lighter entry point is available: a monthly invoice-tracking report that flags unusual charges and trends, and often leads to the full analysis.

### Where the Numbers Land

Across client engagements, Green360 has identified savings of 20 to 25 percent in monthly waste costs. In one California retail market, the firm found a path to \$145,000 in annual savings. For the property owner, that reduction in operating expense creates room to lower tenant waste charges while increasing rent by a corresponding amount, a direct lift to NOI and property value. A 20 percent reduction in monthly waste costs flows straight to the bottom line. That is a conversation every asset owner should be having.

In unfranchised markets, moving a client to a new hauler generated \$135,000 in annual savings before any optimization work began. Some haulers also pick up recycling at no charge because the material carries resale value. Diverting more volume into recycling reduces the need for trash service and lowers costs directly, with local market knowledge determining how much leverage is available.

### Built Around the Way Property Teams Work

Green360’s model is structured so that clients carry no upfront commitment. Fees are drawn from a share of realized savings. The property manager does not need to become a waste expert or add a new workload. Green360 handles invoice review, site audits, hauler coordination, and ongoing service monitoring across the life of the engagement. Internal AI-supported systems accelerate invoice review and sharpen monthly reporting. The judgment behind them comes from National Director Patrick Truninger’s 12 years of running a recycling operation at stadiums, arenas, and live entertainment venues. He knows how haulers operate, where costs hide, and which details to question.

Since launching, Green360 has identified or delivered nearly \$1 million in cumulative savings across retail and mixed-use properties, golf courses, and college and university campuses. For properties where waste has always been a necessary nuisance, that is what a closer look is worth. **EB**

# Certificate

ISSN 2835-9526

**Environmental**  
Business Review

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DATED  
June 2026