

# Medfield Junk LLC

"Let's Talk Trash"

Eastern Massachusetts' premier junk removal service –  
**owned and operated by students.**

PITCH DECK

# The Co-Founders

## **Declan Bligh**

Harvard Wrestling, Class of '30

## **Rowan Tracey**

Wesleyan Track & Field, Class of '29

Childhood best friends turned business partners – building something real from the ground up.



# Pillars of Positive Social Impact



## Future Business Leaders

A supportive learning ground for student workers – empowering autonomy and real-world business experience.



## Furniture Donation

We donate every possible piece of furniture. **New Life Furniture Bank** furnishes homes for those transitioning out of homelessness.



## Environmental Impact

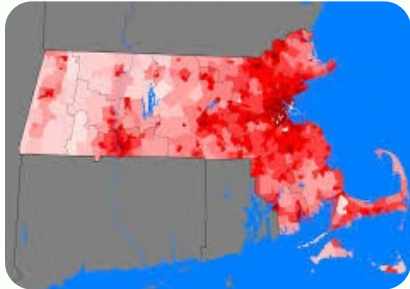
Passionate about the climate – we use transfer stations and recycling centers to minimize our footprint.



# The Problem & Our Market

## The Problem

Homeowners and professionals **lack the time and knowledge** to properly dispose of waste. Junk removal is complicated, physical, and time-consuming.



## Who We Serve

 **Overwhelmed Parents**

 **Downsizers**

 **Property Managers**

 Eastern MA

# Our Fleet



## Ford F550 Dump Truck

- Heavy Duty fit for large scale work
- Purchased in January



## Utility Trailer

- Built by Medfield Junk crew
- Serves as a donation and recycle vehicle

# Where We Stand Today

**\$100K**

**Total Revenue**

Earned to date

**300+**

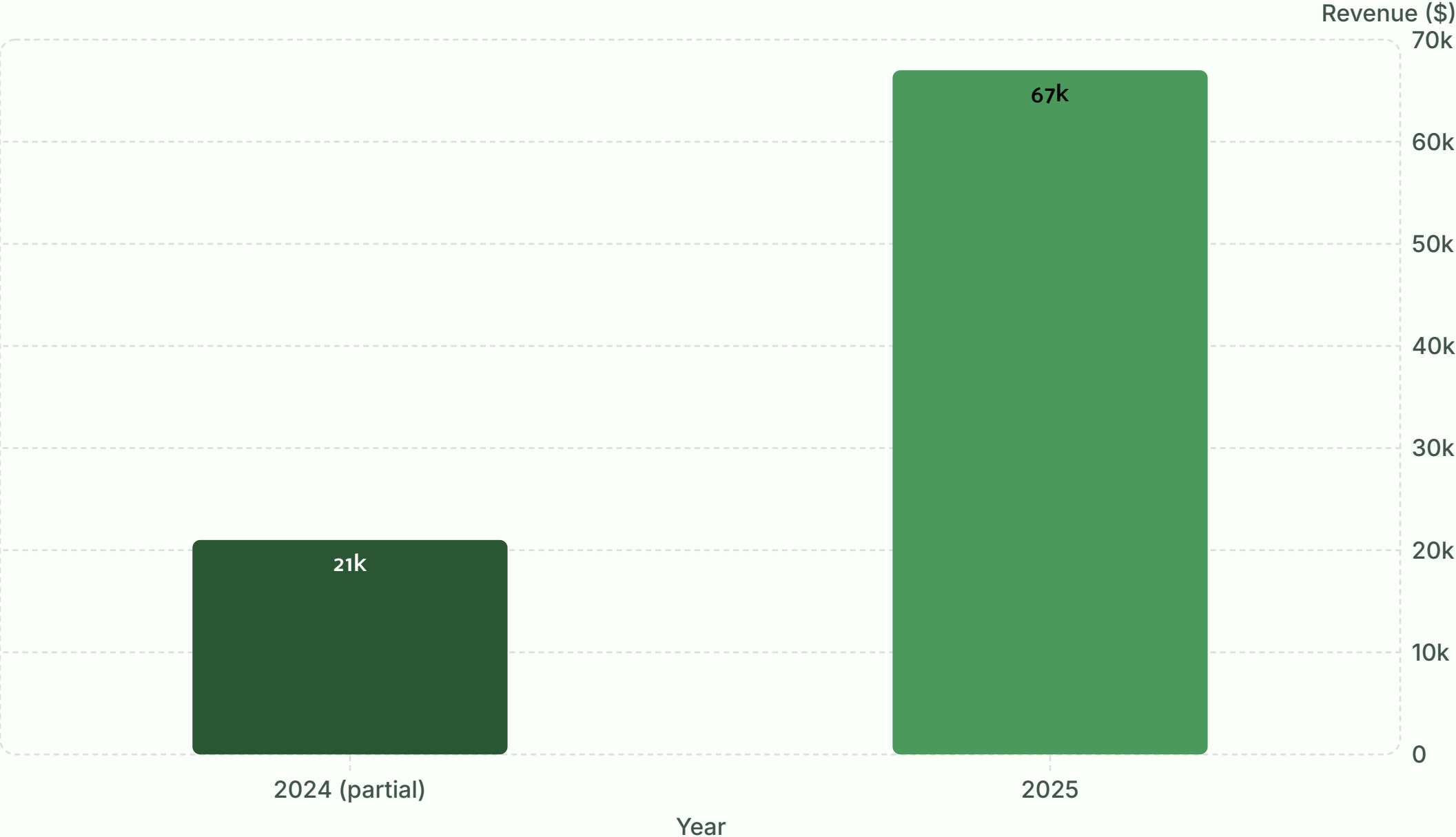
**Jobs Completed**

**15+**

**Employees**

**\$315**

**Avg Job Value**



# Growth Story



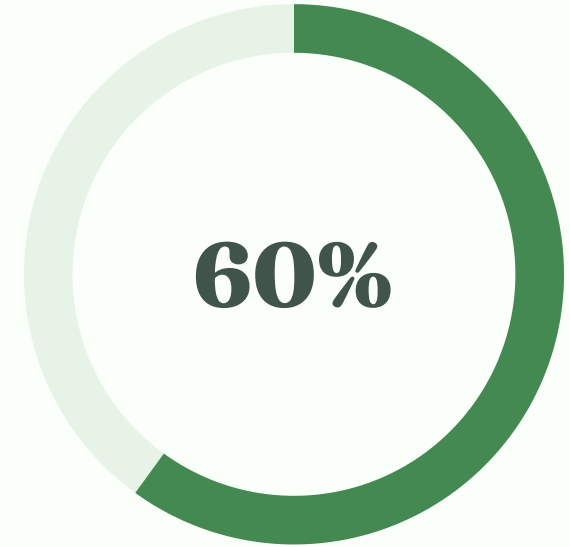
## Summer Growth

Summer '24 → Summer '25



## Q1 2026 vs Q1 2025

Off-season momentum building



## Margins

After gas, tipping fees & labor

Primary expenses: **Gas + Tipping Fees + Labor** – lean operations with strong margin retention.

# 2026 Projections

## Summer 2026

**\$156K+** – 78 work days  
× \$2,000/day (5  
days/week)

Conservative hours.

## Full Year 2026

**\$200K+** – Time while in  
school has historically  
produced 54% of  
revenue. Imagine time  
of complete focus on  
the company...

## Growth Strategy

- Improved SEO & original content plan
- Marketing support from **Wesleyan Shark Tank**
- Crew expansion: full-time crew + administrative roles est.
- Dump Truck largely improves daily efficiency
  - No manual tipping

# Expansion Routes

**1**

## **Max Out Junk Removal**

Scale in the Boston market – no better city for this service. Franchise throughout New England.

**2**

## **Dumpster Rentals**

Hook n' Lift / Roll-Off options. Establishes stable, recurring commercial cash flow.

As a business that thrives on community, the **franchising route is clear** across New England.

# Why Us?

## **Hard Workers**

Bootstrapped from day one – no shortcuts, no outside funding.  
Our lasting crew is a testament to our integrity.

## **Proven Results**

Led by 2 committed student athletes with \$100K revenue and 327% growth.

## **5-Star Rated**

5 stars on Google – the industry standard for trust and quality.

