



Proposal for RFI

Presented by



Primary Contact: Morgan Berman, President & Founder
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1. GENERAL INFORMATION

1.1 Organization/Respondent Name:
Glitter Services, Inc.

1.2 Street Address:
1315 Walnut Street

1.3 City, State, Zip:
Philadelphia, PA 19107

1.4 Primary Business:
Neighborhood-based litter removal and community engagement

1.5 Point of Contact Name:
Morgan Berman

1.6 Title:
Founder & President

1.7 Phone:
215-460-4456

1.8 Email:
morgan@shareglitter.com

1.9 Organization Web Address:
www.shareglitter.com

2. PROPOSAL INTRODUCTION

Glitter is a mission-driven Benefit Corporation based in Philadelphia, founded in 2021. We address sidewalk and curb litter in residential neighborhoods through a shared funding model that allows neighbors to crowdfund regular cleaning of their blocks. We hire individuals with barriers to employment—many formerly incarcerated—and pay a flat rate of \$25 per block, averaging \$30/hour, to perform weekly cleaning.

We serve over 1,250 active subscribers and clean 350 subscriber-funded blocks and 800 additional project-funded blocks each week. Our team consists of 25 cleaners and 5 HQ staff members. We are not a hauling or recycling provider; instead, we specialize in hyper-local, community-connected litter removal and neighborhood engagement.

WE MAKE STREETS SPARKLE



OUR IMPACT

Total Blocks Subscribed **350**

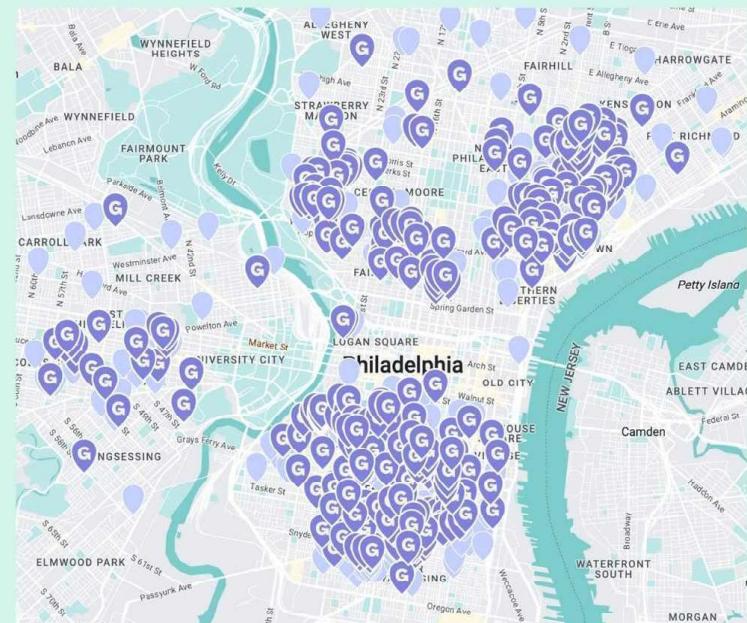
Active Monthly Subscribers **1,234**

Cleaners Employed **25**

Average Hourly Rate **\$30/hr**

Average Monthly Earnings **\$2,100**

Figures accurate as of 07/2/2025



SUBSCRIBER TESTIMONIALS



Marcella Franklin
3 reviews · 5 photos

★★★★★ a year ago

Glitter has been a lifesaver for litter on my block. It is an affordable service with friendly customer service.

1 like 2 shares



Jen Gow
We love Glitter!!

1y Like Reply Share 4 thumbs up



Serena Yin
Love them! Three of homes including us have signed up for our block. They have done amazing work for months.

1y Like Reply Share 3 thumbs up



Jeffrey Friedman · 1st
Trusted & Visionary Public Sector Advisor |...

Glitter is an affordable service in #Philadelphia that keeps litter and trash off our streets, sidewalks, and out of our storm drains. Their pay-what-you-can, crowdsourcing model brings neighbors together to fund weekly cleaning. If you live in East Kensington on Boston or York Streets between Emerald and Coral you can join in our blocks' cleaning subscription (see below) As one of my neighbors said, "our blocks have never been cleaner". Otherwise, check out the map to see if there's a subscription you can join (<https://lnkd.in/erc6bD7f>) or start your own! C: Brandon Pousley, Morgan Berman



2000 Blocks of York & Boston St | Notion
glitterapp.notion.site

3 comments

1 comment



You and 12 others



CLEANER

TESTIMONIALS

“

The concept of zero litter in Philly might seem far-fetched, but I think it's attainable.

Let's go!

— JP, Cleaner



“

I have a prior conviction that turns away most employers.

Glitter gives me hope of a new life in the future.

— CW, Cleaner



WHO WE ARE

Glitter is a majority woman-owned Benefit Corporation operating in Philadelphia since August 2021.



MORGAN BERMAN, FOUNDER & PRESIDENT

Guides strategic priorities, manages key business relationships, incubates growth strategies



EMILY RECTOR, OPERATIONS MANAGER

With nearly three years of experience as a cleaner with Glitter, she is now managing Cleaner and Subscriber operations



BRANDON POUSLEY, CEO

Oversees business operations, manages budgets and cash flow, manages project and field-based managers & cleaners.



J.P. COMMUNITY AMBASSADOR

After 4 years as an OG Glitter Cleaner, JP is now out in the community connecting with residents about safer cleaner streets through Glitter.



SWAY HILL, NEIGHBORHOOD ENGAGEMENT LEAD

Engaging with Community Initiatives partners and stakeholders while managing the cleaning crews on the ground.



TIM LAROSEE, PROJECT MANAGER

A Glitter Subscriber who now manages our projects and tech applying a design and systems thinking approach at the intersection of data, product, and operations.

3. PROPOSAL BODY

We are not a hauling, recycling, or processing provider. Our work focuses on removing lightweight litter from sidewalks, curbs, and storm drains — the kind of waste that contributes to blight and is not typically addressed by traditional waste collection contracts.

Glitter offers a community-powered solution to neighborhood cleanliness. Our model is funded through pay-what-you-can subscriptions from residents and businesses, and we complement this with grants, sponsorships, and nonprofit partnerships to expand access citywide.

We currently clean more than 350 subscriber-funded blocks weekly and an additional 800 blocks through special projects. Since our launch in 2021, we've removed over 630,000 pounds of litter from city streets. We hire and train individuals with barriers to employment and pay a flat rate of \$25 per block cleaned, averaging \$30/hour.

While we are not involved in hauling or diversion services, we have developed a block-level digital portal that could help the City communicate with residents more effectively. This platform allows individuals to:

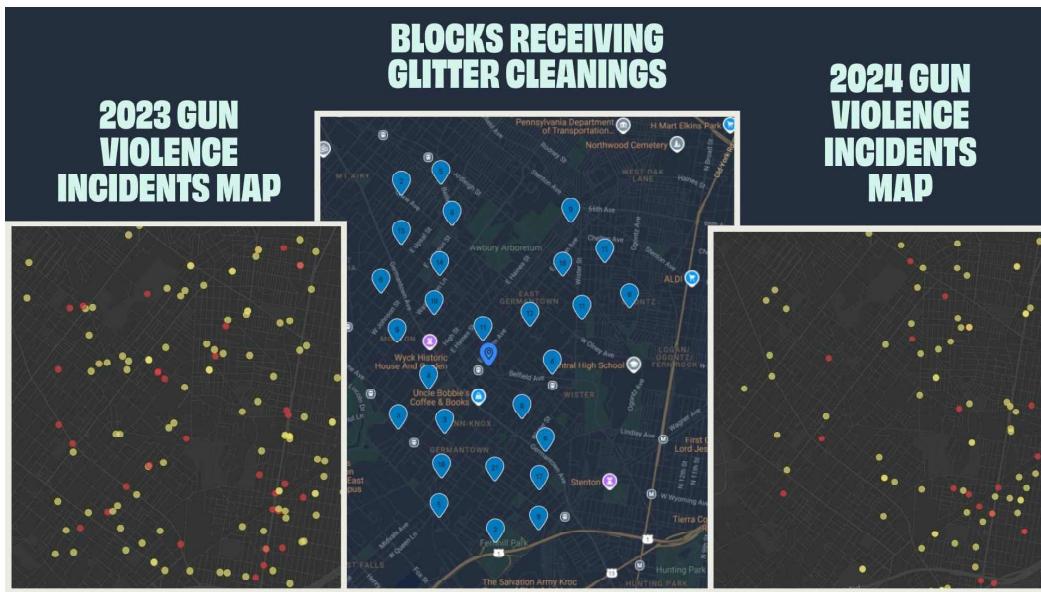
- See when their block is cleaned
- View trash and recycling pickup schedules (pulled from City data)
- Access neighborhood-specific updates
- Connect with others contributing to block maintenance

We're continuing to build partnerships with community groups, elected officials, and city agencies that want to

improve block-by-block cleanliness. We believe there may be opportunities to collaborate through shared data, pilot zones, or aligned outreach efforts.



We've recently completed a project with State Senator Art Haywood and Mt. Airy CDC where we cleaned over 300 blocks on a weekly basis for 9 months. We selected these blocks because of a recent incident of gun violence and observed the decline in crime to be 25% higher than in nearby similar areas. The over all reduction was 63% in gun violence in the area. We are excited to now be working on a similar project in West Philly with ECS and hope to do many more thanks to the continued support of the Pennsylvania Commision on Crime and Delinquency.



3.3.3 General Information on Zero Waste Strategies

While we do not process waste or recycling directly, our work supports waste diversion goals through:

- Reducing unmanaged litter that can enter streams, drains, and public spaces
- Offering education and awareness via our platform about waste pickup and schedules
- Partnering with city agencies to increase cleanliness and reduce illegal dumping triggers

We see potential for city partnerships to expand these efforts via:

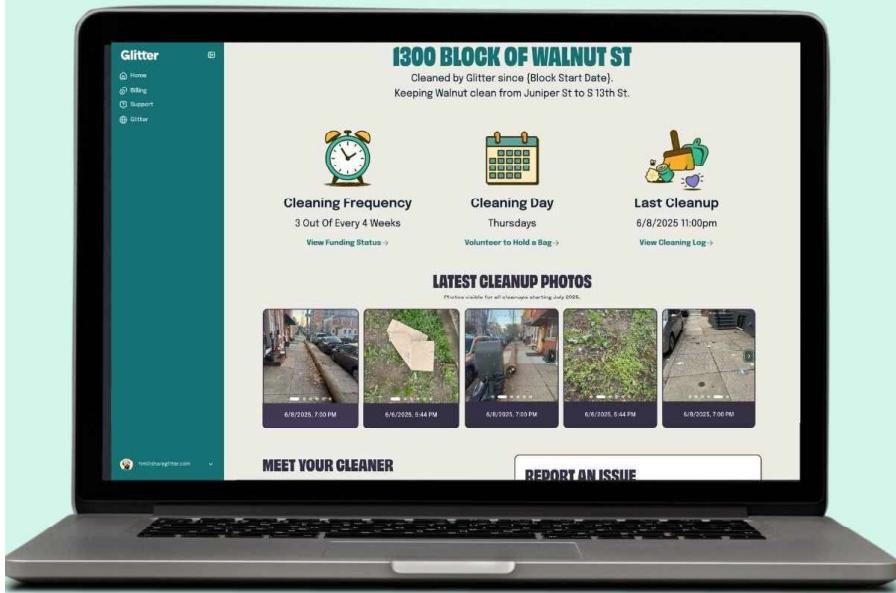
- Public-private co-funded block cleaning pilots
- Digital engagement tools for compliance reminders
- Supplemental cleaning zones outside commercial corridors
- Data collection to identify block-level waste trends

4. OTHER

We recently launched a digital portal for residents to log into their block's profile page, where they can:

- See their cleaning schedule
- Get accurate trash and recycling info based on City data
- Connect with neighbors
- Receive timely updates about block-specific issues or city programs

MEMBER PORTAL



FEATURES

- See your block's recent cleaning photos
- See who your cleaner is
- Report an issue to us
- Adjust your pledge \$
- Request materials to share with neighbors
- Opportunities for partner sponsorships and new service offerings

OPEN PORTAL

Glitter

Home
Billing
Support
Cleaning Log
Map of Blocks
ShareGlitter.com

City Resources
311 Reporting
Clean & Green Info

1300 BLOCK OF WALNUT ST

Includes Walnut St from Juniper St to S 13th St.
Not Your Block? [View City Map](#)

Cleaning Frequency
Every Other Week
[View Funding Status](#)

Cleaning Day
Friday
[Volunteer to Hold a Bag](#)

Last Cleanup
5/14/2025 4:00am
[View Cleaning Log](#)

LATEST CLEANUPS

Last 4 months of cleanups below. Full history available in the [cleaning log](#).

Glitter

- Home
- Billing
- Support
- Cleaning Log
- Map of Blocks
- ShareGlitter.com

MY PLEDGE

My pledge is my budget. My share is my split with neighbors.

Morgan Berman
1300 Walnut St

My Pledge
\$50

My Current Share
\$0.00

[Update Pledge](#)
[Manage Billing](#)

NEIGHBOR CONTRIBUTIONS

Our block cleans up best when everyone chips in! We're only **\$37** away from cleaning **3 out of 4 weeks**.

| Name | Pledge | Share | Member Since |
|----------------------|--------|---------|----------------|
| Billy - 2126 | \$45 | \$32.00 | Jul 17th, 2025 |
| Brandon Test Account | \$30 | \$30.00 | Oct 16th, 2024 |
| Emily Test Account | \$20 | \$20.00 | May 20th, 2025 |
| Brianna (2126) | \$10 | \$10.00 | Jul 17th, 2025 |
| Barton - 2126 | \$5 | \$5.00 | Jul 17th, 2025 |
| Bruno - 2126 | \$3 | \$3.00 | Jul 17th, 2025 |

The Office of Clean & Green is sponsoring this block \$25 per month!

INVITE YOUR NEIGHBORS

Share a link to this page with neighbors. New pledges help everyone save.

[gltr.ly/1300Walnut](#)

Click to copy!

SUPPORT OUR BLOCK

We'd be excited to explore ways this tool could be adapted or scaled in partnership with the City to improve outreach, reduce confusion, and strengthen neighborhood-level ownership over waste management. We've indicated some areas where this could happen with the orange arrows. These are not yet live features but potential ideas we'd be excited to explore.

Thank you for your consideration and we look forward to hopefully working with you to achieve our shared goals for a cleaner and greener city.

Sincerely,

Morgan Berman & Team Glitter