

COMPLETE 48-PAGE DEMO

Local Ugly Business Match

Three evidence-backed business options for a part-time South Austin operator.

UGLYPROFITABLE

Fictional client: Alex R. | Real location and public sources | Research date: July 14, 2026

REPORT MAP

What is inside

This is the same decision structure a paying client receives, expanded here so the sample can be evaluated page by page.

Pages	Section	Decision produced
3-8	Client, method and market	Hard constraints and evidence quality
9-18	Option 1: contained bin and pad cleaning	Best overall fit and pilot design
19-27	Option 2: parking-lot restriping	Strong second option with schedule risk
28-36	Option 3: pool-filter cleaning	Cheapest validation option
37-40	Final decision and sprint	One recommendation and two-week plan
41-46	Prospects, scripts and worksheets	Actions that can be used immediately
47-48	Sources and next move	Verification trail and stop/go rule

The fictional client makes the demo safe to publish. Austin facts, named providers, vendor prices and public prospect records are real and source-linked.

01 / FIT

Client brief

The assignment is not to find the biggest market. It is to find a business Alex can realistically validate and operate.

RESOURCES

Alex has \$12,000 cash available, a paid-off pickup, a one-car garage, a smartphone and basic hand tools. No trailer, trade license, wastewater permit or employees are assumed.

CAPACITY

Eighteen hours per week for the first six months. Weekday availability starts after 4:30 p.m.; Saturday is open. Alex wants to stay solo until monthly recurring revenue is visible.

STRENGTHS

Seven years of B2B account management, comfortable cold outreach, can create quotes and follow up. Moderate mechanical confidence, but no desire to perform repairs that require licensed trade work.

GUARDRAILS

Avoid ladders above one story, confined spaces, biohazard cleanup, heavy daily lifting, overnight emergency response and models requiring inventory speculation.

Constraints become decision rules

Every recommendation must survive these filters before attractive revenue claims are considered.

CASH GATE

Pilot spend must remain below \$2,500 before pre-sales. Full operating setup must be capable of staying under the \$12,000 cash ceiling without using consumer debt.

TIME GATE

A useful customer route must fit late afternoons or Saturdays. Work that depends on weekday emergency availability receives a penalty even if demand is strong.

PHYSICAL GATE

Equipment should move with one person using carts, reels and ramps. Any routine task requiring awkward lifts above roughly 50 pounds needs a mechanical workaround or a helper.

SALES GATE

The first buyer must be identifiable without paid ads. Property managers, restaurant operators and pool-service partners are favored because Alex can reach them directly.

02 / METHOD

Research method and confidence

This report ranks evidence, does not hide uncertainty, and treats every price as something to validate locally.

TIER 1 - OFFICIAL

City inspection data, Austin Water requirements, state tax guidance, federal safety guidance and Census indicators. These sources determine the market and compliance gates.

TIER 2 - MARKET PROOF

Published local provider pages show that buyers can already purchase each service in Austin. Provider presence proves a category, but not the size of unserved demand.

TIER 3 - MODELED

Startup budgets, route capacity, close rates, pricing packages and unit economics are working assumptions. They are explicitly labeled and designed to be replaced with quotes and pilot results.

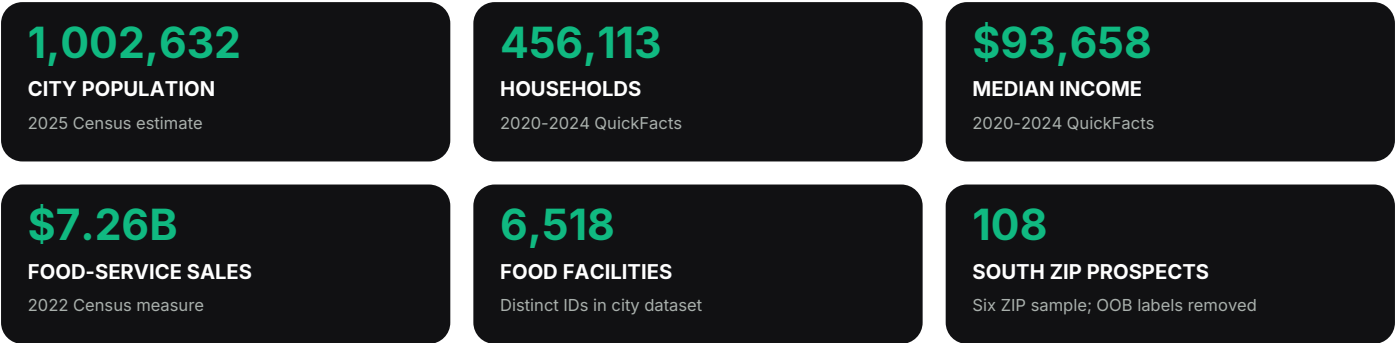
DECISION STANDARD

Recommend only an option that can be tested cheaply, has an identifiable buyer, fits the schedule and has no unresolved compliance blocker at the time of launch.

03 / LOCATION

Austin market lens

Austin is large enough to support specialized routes, but the starting territory is deliberately narrow.



WHAT THIS SUPPORTS

A large household base supports pool-related work; food-service and commercial locations support sanitation and pavement services. These are directional signals, not a demand forecast.

WHY SOUTH AUSTIN

The six selected ZIP codes create a compact proof territory around South Lamar, Ben White, William Cannon, Slaughter and adjacent corridors. The route can be tightened after the first ten interviews.

03 / LOCATION

South Austin proof territory

Counts below are distinct food-establishment facility IDs in the selected public inspection sample after removing records labeled OOB.

ZIP	Facilities	Working corridor	Route implication
78704	24	South Lamar / Barton area	Dense restaurants; difficult parking
78741	7	Riverside / Ben White	Smaller public-data sample
78744	21	Airport / industrial corridors	Commercial and logistics mix
78745	20	South Congress / Stassney	Neighborhood retail
78748	9	Slaughter / I-35	Newer retail nodes
78749	27	William Cannon / Mopac	Strong route cluster

Do not treat this as a complete business directory. It is a transparent public-data starting list for interviews and site assessments.

04 / DECISION

The ranked shortlist

The score is weighted for Alex's constraints: fit 25%, reachable demand 20%, startup control 15%, recurring revenue 15%, schedule 15%, compliance risk 10%.

1. Contained commercial bin and dumpster-pad cleaning

91 / 100

Best use of B2B sales skill, recurring routes and late-day scheduling. Compliance is a hard gate, but the workflow can be designed around containment and authorized disposal.
2. Parking-lot restriping and remarking

78 / 100

Clear property-manager buyer and visible need. Startup is controllable, but weather, after-hours work and layout/accessibility accuracy reduce fit.
3. Cartridge pool-filter cleaning

73 / 100

Cheap to validate, light equipment and real local pricing proof. Lower ticket and partnership dependence make the path to the income target slower.
- Excluded: junk hauling

58 / 100

Reachable demand, but daily lifting, disposal variability and truck/trailer wear conflict with Alex's stated physical limits.
- Excluded: grease-trap pumping

42 / 100

Recurring B2B revenue is attractive, but specialized vehicles, liquid-waste rules and startup capital exceed the brief.

05 / OPTION ONE

Option 1: contained bin and pad cleaning

A narrow commercial sanitation route, sold to restaurants and small property portfolios.



Illustrative before/after asset. The report recommends a documented paid pilot at a real site before equipment purchase.

THE JOB

Pre-clean solids, protect drains, contain runoff, apply an approved cleaner, agitate, pressure wash, recover wastewater and deliver a photo report.

THE BUYER

Independent restaurant operators and property managers who can authorize recurring exterior cleaning.

THE MOAT

Reliability, documented wastewater handling, after-hours scheduling and dense route design - not prettier branding.

05 / OPTION ONE

Demand signals for option 1

The evidence says the buyer population exists and local operators already sell the service. It does not prove Alex will win accounts.

\$7.26B

FOOD-SERVICE SALES

Austin, 2022

108

SAMPLE PROSPECTS

Selected South ZIPs

5+

VISIBLE SPECIALISTS

Local competitor scan

4-6 wk

TEST CADENCE

Modeled recurring offer

STRONG SIGNAL

The city publishes thousands of facility records, several Austin providers explicitly advertise dumpster-pad work, and Austin Water publishes dedicated power-washing disposal rules.

UNKNOWN

How many prospects already have a contract, who owns the pad, what disposal path each property can authorize, and what price wins a repeat schedule.

VALIDATION QUESTION

Can Alex book three paid pilots inside two ZIP clusters while maintaining a compliant disposal plan and at least \$125 contribution per stop?

05 / OPTION ONE

Who buys and why

Start with buyers who feel the pain and can approve a limited pilot without corporate procurement.

Segment	Trigger	Decision maker	Offer angle
Independent restaurants	Odor, grease, inspection anxiety	Owner / GM	After-close contained clean
Small retail centers	Tenant complaints, appearance	Property manager	One report across shared pad
Food halls	Many tenants, shared waste	Facilities lead	Documented recurring route
Convenience stores	Spills and high traffic	Area manager	Pad + walk-up bundle
Multifamily	Resident complaints	Community manager	Monthly enclosure reset

05 / OPTION ONE

Local competition is real

A credible recommendation must acknowledge established specialists and broad pressure-washing substitutes.

Provider	Published Austin offer	What it means
Bleu Bison	Restaurant dumpster-pad cleaning	Direct specialist competitor
Activate Pressure Washing	Austin dumpster-pad cleaning	Direct specialist competitor
Live Oak Exterior Cleaning	Pads, grease, drive-thrus	Commercial bundle substitute
K&M Steam Cleaning	Pads, docks, garages	Larger commercial operator
Spick and Span Trash Cans	Hot-water commercial sanitation	Bin/pad specialization
Capitol City Exterior Cleaning	Dumpster pads + exterior work	Generalist substitute

05 / OPTION ONE

Pilot offer and pricing

Prices are hypotheses for paid tests, not claimed Austin market averages. Quote after a site assessment.

Package	Modeled price	Scope	Best use
Proof clean	\$249 one time	One pad, up to two bins, documented containment	First paid pilot
Route care	\$179 / month	Monthly pad + bins, photo report	Core recurring plan
Food-service plus	\$329 / month	Two visits, pad, bins, entry spot clean	High-volume sites
Portfolio day	\$225 / site	3+ sites on one scheduled route	Property managers

Exclude hauling, grease-trap service, hood cleaning, hazardous waste and any disposal method not approved for the site.

05 / OPTION ONE

Startup kit: rent before buying

The first three pilots should use rented or borrowed hot-water equipment where possible. Buy only after compliance and conversion evidence.

Item	Pilot path	Modeled buy budget	Gate
Hot-water washer	Rent by day	\$5,800	Three repeat clients
Recovery wet vacuum	Rent / buy used	\$700	Prove collection rate
Containment berm + drain covers	Buy	\$650	Required before pilot
Hoses, reels, surface cleaner	Rent / buy	\$850	Workflow test
PPE, cones, absorbents	Buy	\$450	Required before pilot
Water tank / transport	Use customer supply only if approved	\$900	Confirm capacity
Insurance + admin reserve	Quote first	\$1,200	Coverage confirmed

A current Northern Tool listing showed a 4 GPM hot-water skid at \$5,799.99 and a 200-gallon trailer unit at \$9,999.99 when checked. Prices move.

05 / OPTION ONE

Modeled monthly economics

This is route math, not a forecast. Fixed overhead includes insurance reserve, software, marketing, maintenance, phone and admin allocations.

Stops	Revenue	Variable cost	Contribution	After fixed	Field time
6	\$1,074	\$180	\$894	\$-511	8.4 hr
10	\$1,790	\$300	\$1,490	\$85	14.0 hr
16	\$2,864	\$480	\$2,384	\$979	22.4 hr
24	\$4,296	\$720	\$3,576	\$2,171	33.6 hr

Assumptions: \$179 average stop, \$30 variable cost, 1.4 field hours per stop, \$1,405 modeled monthly fixed overhead. Owner pay and income tax are not included.

05 / OPTION ONE

Option 1 risk register

This idea is recommended only with a compliance-first operating design.

WASTEWATER - CRITICAL

Austin says polluted or chemical wash water may not enter the storm sewer untreated. Sanitary disposal is allowed only under stated conditions, and operators should contact Utility Compliance before beginning. Stop if there is no authorized disposal path.

GREASE AND CHEMICAL EXPOSURE - HIGH

Use site-specific chemistry, SDS instructions, gloves, eye protection, slip controls and a pre-clean step. Do not promise sanitation outcomes that cannot be measured.

HEAT AND FATIGUE - HIGH

Schedule early or late, provide water, rest and shade, and acclimatize new workers. Texas heat can erase route economics and create a serious safety hazard.

ROUTE DENSITY - MEDIUM

A \$179 stop becomes weak when travel and setup exceed service time. Group pilots by ZIP and reject isolated low-ticket work.

PROPERTY AUTHORITY - MEDIUM

Restaurant staff may not own the pad or disposal connection. Identify the property manager and secure written site authorization.

05 / OPTION ONE

First-customer channels

Channel order favors direct access and visual proof over paid lead platforms.

Priority	Channel	Weekly action	Success signal
1	Walked site assessments	15 locations in two clusters	5 manager conversations
2	Independent restaurant email	20 tailored notes	4 replies
3	Property managers	5 portfolio messages	1 multi-site walkthrough
4	Hood / grease vendors	3 referral asks	1 reciprocal intro
5	Janitorial partners	3 overflow conversations	1 subcontract pilot

05 / OPTION ONE

Option 1 paid-pilot card

Do not buy the rig until these fields can be completed from a real customer site.

01 Site, owner and person authorized to approve exterior work

02 Drain locations, slope and proposed containment boundary

03 Written wastewater collection and disposal route

04 Pad dimensions, bin count and contamination type

05 Before photos, exclusions and acceptance standard

06 Pilot price, payment terms and recurring follow-up date

06 / OPTION TWO

Option 2: parking-lot restriping

Sell small, after-hours remarking projects before pursuing full layouts.

FIT

Alex can sell property managers directly and schedule work after closing. A pickup and compact striper can support small lots without employees.

DEMAND PROOF

Austin providers advertise restriping, new layout, accessible markings and pavement maintenance. Faded lines create a visible trigger that can be photographed during prospecting.

CONSTRAINT CONFLICT

Weather, paint cure time, traffic control and late-night windows make the 18-hour schedule less forgiving. Layout errors and accessibility markings create higher consequence than a simple cleaning pilot.

RECOMMENDATION

Keep as a second option. Validate with ten property-manager interviews and one subcontracted touch-up before buying a striper.

06 / OPTION TWO

Demand and route logic

The opportunity is visible on-site, but buying behavior is often project-based rather than monthly.

3

VISIBLE PROVIDER TYPES

Paving, striping, franchise

7 days

PUBLISHED TURNAROUND

One Austin franchise claim

After-hours

PREFERRED WINDOW

Modeled buyer constraint

12-24 mo

REMARK CYCLE

Interview hypothesis

GOOD BUYER

A small retail or medical property with visibly faded existing lines, a clear decision maker and no need for engineering or a new traffic layout.

AVOID FIRST

New layouts, fire lanes, complex accessible stalls, airports, public roadway work and anything that requires traffic engineering or formal plan interpretation.

VALIDATION

Photograph ten lots, annotate the visible scope, ask three local contractors for subcontract pricing, and sell one fixed-scope refresh.

06 / OPTION TWO

Striping customer segments

Prioritize simple existing-layout refresh work.

Segment	Trigger	Buyer	Fit
Small retail centers	Faded stall lines	Property manager	Strong
Daycare / church	Weekend access	Administrator	Strong
Medical offices	Accessibility concern	Facilities manager	Medium
Restaurants	Drive-thru wear	Owner / franchisee	Medium
Warehouses	Safety markings	Operations manager	Low for first jobs

06 / OPTION TWO

Striping competitor scan

The local field includes specialists and broader pavement-maintenance firms.

Provider	Published focus	Implication
Austin Pavement Company	Restriping, layouts, TAS accessibility	High-credibility incumbent
1-800-STRIPER Austin	Fast restriping and franchise system	Process-led competitor
Stripe-It-Up	Austin / San Antonio commercial marking	Regional specialist
Parking Lot Striping Austin	New lines and refresh work	SEO-first specialist
Paving contractors	Striping bundled with sealcoat	Bundle substitute

06 / OPTION TWO

Modeled striping offers

Use fixed scope and minimum charges; do not quote accessibility work without verified requirements.

Offer	Modeled price	Scope
10-space touch-up	\$425 minimum	Existing lines, one color, clear lot
Small-lot refresh	\$850-\$1,500	Existing layout, 25-60 spaces
Curb / stencil add-on	\$95-\$250	Measured and approved markings
Annual inspection	\$149	Photo report and budget estimate

06 / OPTION TWO

Striping startup control

Subcontract the first sold job or rent equipment before committing to a professional line striper.

Item	Modeled range	Control
Airless line striper	\$2,500-\$6,500	Rent or buy used after pilot
Paint / beads / stencils	\$400-\$900	Job-specific purchase
Blower, layout tools, chalk	\$250-\$500	Buy basic kit
Cones, lights, PPE	\$350-\$700	Required
Insurance / admin	\$900-\$1,500	Quote before work

06 / OPTION TWO

Striping unit economics

Illustrative one-night touch-up project.

Line	Model
Project revenue	\$850
Paint and consumables	-\$145
Helper / subcontract allowance	-\$180
Travel and setup	-\$55
Contribution before overhead	\$470
Field + prep time	7.0 hours
Contribution per total hour	\$67

The result falls quickly if layout correction, traffic delay, rework or weather cancellation is not priced. Validate actual paint coverage and local subcontract rates.

06 / OPTION TWO

Striping risks and stop rules

The work is simple only when the scope is simple.

ACCURACY

Wrong spacing, overspray or misread markings can create expensive rework. Start only with refreshes of an existing layout that the customer approves.

ACCESSIBILITY

Accessible parking is not a decorative stencil. Verify Texas Accessibility Standards, dimensions, signage and customer responsibility before quoting.

WEATHER AND CURE

Wind, rain, temperature, surface moisture and traffic can cancel a job. Written rescheduling terms and a site lockout plan are mandatory.

STOP RULE

Do not buy a striper unless one paid subcontracted project closes, the customer approves the result, and the modeled contribution remains above \$60 per total hour.

06 / OPTION TWO

Option 2 validation card

A one-page proof plan for the second-ranked idea.

01 Ten lots photographed with owner permission or from public access

02 Decision maker identified for each lot

03 Existing layout confirmed; no redesign assumed

04 Two subcontract quotes and one equipment-rental quote

05 Weather and traffic-control assumptions written

06 One paid touch-up sold before equipment purchase

07 / OPTION THREE

Option 3: cartridge pool-filter cleaning

A focused maintenance visit sold direct or through pool-service partners.

FIT

Low pilot spend, portable tools, daylight scheduling and limited lifting when cartridge handling is screened in advance.

DEMAND PROOF

Austin-area providers explicitly advertise cartridge and DE filter cleaning. Published local prices include a \$95 discounted service and a \$190-\$350 range depending on filter specifications.

CONSTRAINT CONFLICT

The ticket is lower, customer acquisition can be seasonal, and a standalone specialist may depend on referrals from companies that already provide the service.

RECOMMENDATION

Use as the cheapest market test. Interview five pool-service firms about overflow work before spending on direct-to-consumer ads.

07 / OPTION THREE

Pool-filter demand signals

Local providers establish category and price proof, not market size.

2-3x

SUGGESTED ANNUAL CLEANS

One Austin provider

\$95

PUBLISHED DISCOUNT

Austin Pool Techs

\$190-\$350

PUBLISHED RANGE

ML Services ATX

\$2.2k-\$4.8k

MODELED STARTUP

Tools + insurance

PRIMARY CHANNEL

Partner with weekly pool-service companies that dislike deep filter breakdowns, have overflow demand or need documented one-time service.

DIRECT SEGMENT

Homeowners with cartridge filters, clear equipment access and no active mechanical fault. Screen model, size, age and symptoms before booking.

BOUNDARY

Cleaning is not equipment repair. Stop when cracked manifolds, damaged tanks, electrical hazards or suspected pressure-system defects are observed.

07 / OPTION THREE

Pool-filter customer segments

The best first buyer may be another operator, not the homeowner.

Segment	Pain	Buyer	Offer
Pool-service companies	Labor-intensive filter days	Owner / route manager	Overflow clean
Homeowners	Pressure rise, dirty cartridges	Homeowner	Scheduled deep clean
Realtors	Pre-list maintenance	Agent / seller	Photo-documented visit
Short-term rentals	Guest-ready reliability	Property manager	Quarterly route
Small multifamily	Maintenance backlog	Facilities lead	Multi-filter day

07 / OPTION THREE

Pool-service competition

Most weekly service companies can perform this task, so a standalone offer must be easier to buy or easier to subcontract.

Provider	Published signal	Implication
Flow Pool Care	Dedicated filter-clean service page	Direct local proof
Austin Pool Techs	\$95 discounted filter breakdown / clean	Low-end reference
ML Services ATX	\$190-\$350 published range	Higher complexity range
PoolJoy	Filters cleaned 2-3 times yearly	Cadence proof
Weekly pool services	Cleaning bundled into maintenance	Primary substitute

07 / OPTION THREE

Modeled pool-filter offers

Screen the filter before confirming price.

Offer	Modeled price	Scope
Standard cartridge clean	\$169	Up to four cartridges; accessible pad
Large cartridge set	\$229	Larger assembly / extended labor
Partner route rate	\$125	Three or more pre-screened stops
Quarterly care	\$599 / year	Four scheduled visits, same filter

07 / OPTION THREE

Pool-filter startup kit

This option is cheaper to test because the core kit is portable.

Item	Modeled budget	Note
Hose, nozzles, spray tools	\$250	Avoid damaging media
Wet/dry vacuum and mats	\$250	Site housekeeping
PPE and chemical handling	\$180	Follow product labels
Vehicle storage / bins	\$220	Keep clean and dirty separated
Insurance and admin reserve	\$1,100	Get actual quotes
Marketing and booking	\$350	Partner-first approach
Contingency	\$500	Broken fittings / travel

07 / OPTION THREE

Pool-filter economics

Illustrative route day with four pre-screened partner stops.

Line	Model
4 stops x \$125	\$500 revenue
Consumables	-\$28
Mileage / travel	-\$42
Breakage reserve	-\$30
Contribution	\$400
Total route time	6.5 hours
Contribution per hour	\$62

Direct bookings at \$169 can lift revenue but usually add lead cost, screening time and route spread. Model both channels separately.

07 / OPTION THREE

Pool-filter risks and stop rules

The service boundary protects the operator from turning a clean into an unpaid repair call.

PRESSURE EQUIPMENT

A filter tank is a pressure vessel. Follow manufacturer shutdown and depressurization procedures. Do not open a system that cannot be safely isolated.

DAMAGE

Old cartridges, manifolds and air-relief parts can fail during handling. Photograph condition, define exclusions and stop when parts look brittle or cracked.

TAX

Texas identifies swimming-pool maintenance, including cleaning and changing filters, as taxable real-property service. Confirm registration and invoicing treatment.

STOP RULE

Proceed only if two pool companies express referral or overflow interest and one paid route produces at least \$55 contribution per total hour.

07 / OPTION THREE

Option 3 validation card

Use the service as a low-cost test, not an excuse to buy equipment.

01 Five pool-service companies interviewed

02 Filter model and cartridge count captured before booking

03 Safe shutdown and depressurization checklist written

04 Damage exclusions included in quote

05 Four-stop route presold

06 Actual contribution per total hour calculated

Head-to-head comparison

The winner is not the most exciting idea. It is the one that best survives Alex's actual constraints.

Criterion	Bin + pad	Restriping	Pool filter
Pilot cash	\$900-\$2,500	\$600-\$1,800	\$350-\$900
Full setup	\$7,800-\$12,500	\$5,800-\$15,000	\$2,200-\$4,800
Primary buyer	Restaurant / PM	Property manager	Pool company / owner
Revenue shape	Monthly recurring	Project + remark	Seasonal route
Schedule fit	Strong	Medium	Strong
Compliance burden	High	Medium	Medium
Weighted score	91	78	73

08 / FINAL DECISION

Final recommendation

Validate contained commercial bin and dumpster-pad cleaning first - without buying the full rig.

WHY IT WINS

The model uses Alex's strongest asset, B2B selling, and offers a credible monthly route. The selected South Austin data provides a transparent starting prospect list, and late-day service can fit the schedule.

THE NON-NEGOTIABLE

The business does not launch until Austin Water confirms the proposed collection, transport and disposal plan for the actual operating setup. No permitted path means no service.

THE CHEAPEST PROOF

Rent hot-water equipment, buy containment essentials, and sell three paid pilots inside two ZIP clusters. Use before/after documentation and ask for a monthly conversion at the walkthrough.

DECISION DATE

If three pilots cannot be sold after 60 targeted contacts and 15 manager conversations, pause equipment spend and run the pool-company partnership test.

Fourteen-day validation sprint

The sprint produces evidence, not a logo.

Days	Work	Output
1-2	Call Austin Water; write disposal path	Compliance decision log
2-3	Get rental, insurance and disposal quotes	Real pilot cost
3-4	Build 40-account list in two ZIPs	Named decision makers
5-7	15 site walks + 20 emails	Manager conversations
8-9	Quote five fixed-scope pilots	Objection log
10-12	Complete up to three paid pilots	Time, water and cost data
13	Offer monthly route	Conversion evidence
14	Apply stop/go rubric	Written decision

Validation budget

Do not exceed this cap before three paid pilots are scheduled.

Item	Cap	Release condition
Containment / drain protection	\$450	Disposal plan confirmed
PPE / cones / absorbents	\$250	Pilot dates held
Hot-water rental	\$600	At least two paid pilots
Recovery rental	\$350	Collection workflow verified
Insurance binder	\$500	Required before field work
Chemicals / testing / misc.	\$200	SDS and site scope approved
Contingency	\$150	Owner approval
TOTAL	\$2,500	Hard stop

10 / PROSPECTS

Prospect list 1: public-data starting points

These are real establishments from the Austin inspection dataset. Inclusion is not a claim of need, a recommendation to solicit unlawfully, or evidence of an available contract.

#	Establishment	Address	ZIP	Latest	Ask for
1	Azul Tequila	4211 S Lamar Nb Blvd Austin	78704	2024-06-05	Manager / owner
2	Barton Springs Saloon	424 S Lamar Sb Blvd Austin	78704	2024-08-02	Manager / owner
3	Best Western Plus Austin City Hotel	2200 S Ih 35 Svrd Sb Austin	78704	2026-04-13	Manager / owner
4	Dong Nai Restaurant	4211 S Lamar Nb Blvd Bldg E Austin	78704	2024-06-05	Manager / owner
5	Freebirds World Burrito #20621	4032 S Lamar Sb Blvd Bunit 100 Austin	78704	2025-11-17	Manager / owner
6	Hunan Lion Restaurant	4006 S Lamar Sb Blvd Unit 1000 Austin	78704	2025-12-17	Manager / owner
7	JJIM Korean Braised BBQ	1100 S Lamar Blvd Austin	78704	2024-01-30	Manager / owner
8	Machi Sushi	2200 S Ih 35 Svrd Sb Austin	78704	2026-04-13	Manager / owner

Verify current operation, ownership, solicitation rules and pad authority before contact. Inspection scores are intentionally omitted from targeting.

10 / PROSPECTS

Prospect list 2: public-data starting points

These are real establishments from the Austin inspection dataset. Inclusion is not a claim of need, a recommendation to solicit unlawfully, or evidence of an available contract.

#	Establishment	Address	ZIP	Latest	Ask for
9	Olive Garden #1046	3940 S Lamar Sb Blvd Austin	78704	2025-07-21	Manager / owner
10	Palmer Events Center	900 Barton Springs Rd Austin	78704	2025-02-13	Manager / owner
11	Park on South Lamar, The	4024 S Lamar Sb Blvd Austin	78704	2023-11-13	Manager / owner
12	Peoples Pharmacy	3801 S Lamar Nb Blvd Austin	78704	2026-03-25	Manager / owner
13	Pinthouse Pizza	4236 S Lamar Sb Blvd Austin	78704	2024-10-01	Manager / owner
14	Plucker's Wing Bar	3909 S Lamar Nb Blvd Bldg B Austin	78704	2025-03-06	Manager / owner
15	Postino	1301 S Lamar Blvd Ste 102 Austin	78704	2026-02-18	Manager / owner
16	P. Terry's Burger Stand	404 S Lamar Sb Blvd Austin	78704	2025-11-24	Manager / owner

Verify current operation, ownership, solicitation rules and pad authority before contact. Inspection scores are intentionally omitted from targeting.

10 / PROSPECTS

Prospect list 3: public-data starting points

These are real establishments from the Austin inspection dataset. Inclusion is not a claim of need, a recommendation to solicit unlawfully, or evidence of an available contract.

#	Establishment	Address	ZIP	Latest	Ask for
17	Red Lobster # 0314	3815 S Lamar Nb Blvd Austin	78704	2025-01-09	Manager / owner
18	Snarf's	1400 S 1St St Austin	78704	2024-09-09	Manager / owner
19	Starbuck's #6388	4006 S Lamar Sb Blvd Austin	78704	2024-11-27	Manager / owner
20	Starbucks Coffee #8632	2300 S Ih 35 Sb Austin	78704	2026-03-24	Manager / owner
21	Twin Liquors #44	4001 S Lamar Nb Blvd Unit A Austin	78704	2024-10-31	Manager / owner
22	Wal-Mart Deli & Bakery	710 E Ben White Wb Blvd Austin	78704	2025-04-22	Manager / owner
23	Wheatsville Food Co-Op - Deli	4001 S Lamar Nb Blvd Unit E Austin	78704	2023-07-14	Manager / owner
24	Whip In	1950 S Ih 35 Svrd Sb Austin	78704	2025-06-25	Manager / owner

Verify current operation, ownership, solicitation rules and pad authority before contact. Inspection scores are intentionally omitted from targeting.

10 / PROSPECTS

Outreach scripts

Short, specific and permission-based. Replace brackets before sending.

WALK-IN OPENER

I run a contained exterior bin-and-pad cleaning pilot for South Austin food businesses. I noticed the service area is shared with [tenants / delivery traffic]. Who decides whether that area gets professionally cleaned, and may I send a one-page scope?

EMAIL

Subject: contained pad-cleaning pilot for [location]. Hi [name] - I am testing a documented after-close service for the bin and surrounding pad. The scope includes drain protection, wastewater recovery, before/after photos and a fixed pilot price. If you manage that area, may I send the two-minute site checklist?

PROPERTY MANAGER

I am mapping a tight South Austin route for contained dumpster-pad cleaning. I can inspect multiple sites on one visit and return a photo condition report before quoting. Which three properties create the most odor or tenant complaints?

CLOSE

The paid pilot is \$249 for the approved scope. If the result and documentation meet the acceptance checklist, the optional monthly route is \$179. Shall we reserve [date] subject to written site authorization?

Discovery interview

Ask for facts before explaining the service.

01 Who owns and who cleans the pad today?

02 What creates complaints: odor, grease, pests, appearance or inspection concern?

03 How often does the current provider visit and what is excluded?

04 Where are storm drains and approved sanitary connections?

05 Who can authorize wastewater handling and after-hours access?

06 What result would justify a monthly schedule?

11 / DECISION TOOL

Stop / go decision rubric

Score after the sprint using actual evidence, not enthusiasm.

01 Austin Water disposal path confirmed in writing or documented call notes

02 Three paid pilots sold without discounting below contribution target

03 Average pilot contribution at least \$125

04 Two customers accept a recurring follow-up conversation

05 Route can fit two ZIP clusters and 18 weekly hours

06 No unresolved insurance, tax, safety or property-authority blocker

SOURCE TRAIL

Sources and verification trail

All report source IDs are resolved here. Open links were checked during preparation; access dates and prices can change.

ID	Source	URL	ID	Source	URL
S01	U.S. Census Bureau QuickFacts - Austin city	https://www.census.gov/quickfacts/geo/table/austincitytexas/COM100224	S13	Bleu Bison - Austin dumpster-pad cleaning service	https://www.bleubison.com/dumpster-pad-cleaning-for-restaurant-in-austin-tx
S02	City of Austin Food Establishment Inspection Scores	https://data.austintexas.gov/Health-and-Community-Services/Food-Establishment-Inspection-Scores/ecmv-9xxi	S14	Activate Pressure Washing - Austin dumpster-pad cleaning	https://activatepressurewashing.com/dumpster-pad-cleaning-austin-tx/
S03	Austin Water - Wastewater Disposal for Power Washers and Mobile Car Washes	https://www.austintexas.gov/water/wastewater-disposal-power-washers-mobile-car-washes	S15	Live Oak Exterior Cleaning - commercial pressure washing	https://www.liveoakservicesaustin.com/commercial-pressure-washing-austin
S04	Austin Watershed Protection - Pressure Washing runoff guide	https://www.austintexas.gov/sites/default/files/files/Watershed/Austin-Guides/AGT-Pressure-wash.pdf	S16	K&M Steam Cleaning - Austin commercial pressure washing	https://kandmsteamcleaning.com/commercial-cleaning-services/commercial-pressure-washing/
S05	Texas Comptroller - Cleaning and Janitorial Services	https://comptroller.texas.gov/taxes/publications/94-111.php	S17	Spick and Span Trash Cans - commercial cleaning	https://www.spickandspantrashcans.com/commercial-page
S06	Texas Secretary of State Form 205 instructions	https://www.sos.state.tx.us/corp/instructions/205.shtml	S18	Austin Pavement Company - striping and sealcoating	https://www.austinpavementco.com/
S07	Austin Development Services - Small Business Permitting	https://www.austintexas.gov/development-services/small-business-permitting	S19	1-800-STRIPER Austin	https://1800striper.com/striper-of-austin/
S08	OSHA - Heat: Water, Rest, Shade	https://www.osha.gov/heat-exposure/water-rest-shade	S20	Flow Pool Care - Austin pool-filter cleaning	https://www.flowpoolcare.com/our-services/pool-filter-cleaning-services
S09	CDC - Pressure Washer Safety	https://www.cdc.gov/natural-disasters/safety/pressure-washer-safety.html	S21	Austin Pool Techs - published filter-clean price	https://www.austinpooptechns.com/pool-cleaning-services
S10	TCEQ - Water Quality General Permits	https://www.tceq.texas.gov/permitting/wastewater/general/index.html	S22	ML Services ATX - published filter-clean range	https://www.mlservicesatx1.com/pool-care
S11	Northern Tool - NorthStar hot-water commercial pressure washers	https://www.northerntool.com/categories/shop-all/gas-hot-water-pressure-washers?f=Brand%3ANorthStar	S23	Texas Comptroller - Sales Tax Permit Requirements	https://comptroller.texas.gov/help/sales-tax-registration/requirements.php?category=taxes
S12	Home Depot - Commercial pressure washer listings	https://www.homedepot.com/b/Outdoors-Outdoor-Power-Equipment-Pressure-Washers/Commercial/Hose/N-5yc1vZbxbZ1z0mtgiZ1z13nwj	S24	EPA - Stormwater pollution-prevention BMP menu	https://www.epa.gov/npdes/national-menu-best-management-practices-bmps-stormwater-pollution-prevention-and-good

12 / HANDOFF

Your next move

This report chooses the next test, not a guaranteed business.

TODAY

Call Austin Water Utility Compliance Services using the contact information on the official guidance page and describe the exact proposed collection, transport and disposal process.

THIS WEEK

Build the first 40-account list from the public dataset and live verification. Walk fifteen sites, ask who owns the pad and record objections without pitching too early.

BEFORE BUYING

Complete three paid pilots with rented equipment, document water volume, total time, chemical use, disposal cost and customer acceptance.

WHAT THE \$99 BLUEPRINT ADDS

A full launch package for the selected idea: 117 pages of local market analysis, equipment, compliance questions, pricing, unit economics, lead list, scripts, SOPs and a 30/60/90-day plan.