



Preconference Workshop: Build Your Future Compost Business — From Finding Customers to Financing Equipment

Summary:

The A to Z of starting and operating a business producing compost. Everything from finding customers for your dirt to financing equipment — we'll show you real life examples of operators just like you producing and selling compost.

Expected learning outcomes:

This workshop will equip participants with the basic knowledge to start building or growing their own business producing and selling compost.

Instructor: Ben Lindsay

Fee: \$237 for USCC members, \$292 for nonmembers

Duration: 1:00 PM -- 4:30 PM

CCOM™/CCP™ PDHs: 3.5

Agenda

1. **Demand** - How to size your local market and find customers that want to buy your compost.
2. **Material** - Understand the types and gradations of compost, what do they look like and how much do they cost?
3. **Method** - How to create a sellable end product; What type of equipment do I need? How do I get the most from my machines? What are the common problems and ways to overcome them?
4. **Logistics** - What type of site do I need? How do I lay out my equipment for the most efficient set up? Do I need permits or permission to get started?
5. **Financing** - The most effective ways to pay for your site and equipment — learn how equipment financing works and what lenders will look at when qualifying your business for a loan.

About the instructor:

Ben Lindsay, Director of Marketing | Machinery Partner

Ben has spent the last 3 years in material recycling, helping operators make money from their leftover materials. He has a Masters in Engineering and specializes in breaking down the mechanics of how material production businesses succeed