



Pre Conference Workshop HALF DAY
1:00 PM to 4:30 PM

Compost Facility Financing: From Vision to Reality

This workshop will cover the necessary steps of business planning for a composting facility, taking it from a visionary concept to an operational reality. Drawing from real-world experiences and entrepreneurial frameworks, this workshop will outline key business components of starting and managing a composting operation. Whether you're an aspiring entrepreneur or a small business developer, this workshop provides a practical roadmap to turning organic waste into a sustainable enterprise.

You will learn about the dos and don'ts of composting business startups; and real world expectations on creating a successful composting business. Special attention will be given to navigating startup hurdles such as developing a business and marketing plan, exploring financing options, identifying capital and operational costs, managing P&L's and scaling the business. Business management tools will be included. Instructors.

Instructors:

Frank Franciosi

Jarrett Bond - Lead Analyst, Atlas Organics

Fee: \$295.00 for USCC members, \$350.00 for nonmembers

Duration: 1:00 PM to 4:30 PM

Date: February 2, 2026

CCOM™/CCP™ PDHs: 3.5

Agenda

- Market Research - Feedstocks & Compost Product Sales
- Business & Marketing Plan Basics
- Site Selection & Permitting
- Developing a Timeline
- Balance Sheet & Capital Cost Planning
- Managing P&L's - Operational Costs & Projections
- Capital Improvements and ROI
- Group exercise – Facility Financial Scenario
- Best Practices: Monthly Operating Reviews, KPIs & Team Accountability
- Q&A