



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

## **Compost Facility Financing: From Vision to Reality**

Turn your composting vision into a thriving business! In this interactive workshop, you'll learn the essential steps to build a solid business plan and create a working financial plan tailored to your composting enterprise. Through dynamic breakout sessions, participants will dive into a real-world composting business scenario—developing a 24-month roadmap from site selection to full-scale operation.

Whether you're launching a new venture, growing your existing business, or exploring expansion opportunities, this workshop offers practical tools and insights to guide your success. Attendees will also gain access to a financial glossary of key terms and hands-on modules of a financial model to better understand and forecast critical components of their business financials.

### **Instructors:**

Frank Franciosi - Compost Industry Consultant

Jarrett Bond - Lead Analyst, Circular Services

**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**

- Module 1. Business & Marketing Plan Basics
- Module 2. Site Selection & Permitting
- Module 3. Balance Sheet & Capital Cost Planning Managing P&L's
- Module 4. Managing P&L's - Operational Costs & Projections
- Module 5. Capital Improvements and Return On Investment (ROI)
- Module 6. Best Practices: Monthly Operating Reviews, KPIs & Team Accountability

## About the Instructors

**Frank Franciosi:** Mr. Franciosi has spent over 30 years working with residuals management and composting both in operations management as well as sales and marketing. He has facilitated the turnkey start-up of award-winning composting facilities, taking them from concept to feasibility to operational, overseeing permitting, equipment selection, hiring and training of personnel, as well as the development and execution of the product marketing plan. For the past nine years Mr. Franciosi served as the Executive Director of the US Composting Council. Frank is now semi-retired and back to consulting for the composting industry. He has a BS in Plant and Soil Sciences from West Virginia University and is a Certified Compost Operations Manager (CCOM)™.

**Jarrett Bond:** As Lead Analyst at Atlas Organics, Mr. Bond drives continuous process improvement by analyzing operational data and identifying efficiencies and opportunities across Atlas' composting facilities. He has worked in the composting industry since 2018. Jarrett graduated from Wofford College with a Bachelor of Science in Finance. He lives in Spartanburg, SC.