



**Pre Conference Workshop FULL DAY
8:30 AM to 4:30 PM**

**Planning for Success: Designing for Operational and Financial
Success in Composting Businesses**

Many compost facility projects begin with a good idea but struggle when critical decisions about markets, operations, infrastructure, and finances are made independently rather than as part of a cohesive strategy. This full-day, hands-on workshop explores how successful compost facilities are developed—from the early concepts through implementation and growth. Using a realistic facility scenario, participants will work through the key decisions that shape a project's long-term success and learn how to evaluate opportunities, constraints, and tradeoffs before they become costly mistakes.

Rather than focusing on individual technical calculations, the workshop emphasizes the connections between business goals, operational realities, facility development, and financial performance. To put concepts into practice, the workshop includes a group hands-on activity, where teams will work through a realistic business scenario and make budget and operational decisions and discuss as a whole classroom. Participants will leave with a sound foundation for evaluating compost facility projects and making informed decisions throughout the development process.

This workshop is intended for entrepreneurs, municipalities, operating professionals, operators, managers, consultants, engineers, financial professionals, and capital providers.

Instructors:

Jorge Montezuma - Wanu Organics

Frank Franciosi - Compost Industry Consultant

Jarrett Bond - Lead Analyst, Circular Services

Fee: \$460.00 for USCC members, \$510.00 for nonmembers

Duration: 8:30 AM to 4:30 PM, with two breaks and one hour for lunch (on your own)

Date: February 1, 2027

CCOM™/CCP™ PDHs: 7

About the Instructors

Jorge Montezuma, P.E. is Principal Consultant and Founder at Wanu Organics, a consulting firm focused exclusively in composting and organics recycling. He brings 15 years of experience working across the country with small and large private and public composters. Jorge is a trainer for the CREF Compost Operations Training Course, offers free planning tools for composting professionals through CompostBuilder.com, and is the Founder of Compost Capital Network—connecting and educating composters, haulers, and capital providers (CompostCapital.com). He holds a BS in Environmental Engineering from Cal Poly and a Master's in Biological & Agricultural Engineering from NC State. Jorge lives in Hillsborough, NC.

Frank Franciosi has been a driving force for over three decades in the evolution of the composting industry. Designing, permitting, building and managing one of North Carolina's first source-separated composting facilities, where he honed his expertise through hands-on work with diverse feedstocks and deep engagement with industry professionals. Frank's career has been defined by innovation, mentorship, and a steadfast commitment to advancing organics diversion as a solution for landfill reduction, climate resilience, and soil health. Today, he continues to champion the environmental and economic benefits of composting while inspiring the next generation to expand access and awareness across communities nationwide. He holds a BS in Plant and Soil Sciences from West Virginia University and lives in Raleigh, NC.

Jarrett Bond is the Lead Analyst at Circular Services, where he 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.