

Funding & Adapting to Changing Economic Times

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**PLEASE DON'T
SEND ME TO
THE LANDFILL.**



**IN MY
NEXT LIFE,
I'M COMING BACK
AS A TOMATO.**

JAVA'S COMPOST

RESIDENTIAL + COMMERCIAL PICKUPS+ DROP OFFS + BACKYARD CONSULTING

EST. 2016

JAVA'S COMPOST

Academic & Professional Background

First degree in Biology

- USFWS- Refuges
- USFWS- Law Enforcement

Second degree in Sustainability Science

- Groundwork Hudson Valley
- Java's Compost



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Java's Compost Team

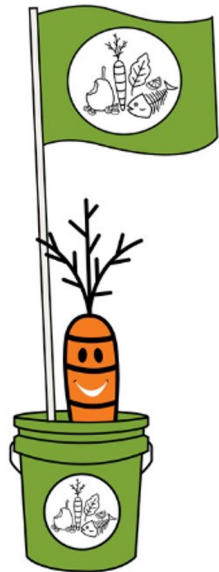


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Composting Services



Drop Offs



Pick Ups



ASP Boxes



Compost Consultation



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ASP Box System



Bergen County Community College



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Worm Workshops



Compost Give Back



Farm to School



Pre-K Students



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Event Composting



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Merchandise



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Drop Offs



Greater Newark Conservancy



Millburn, NJ



Sustainable Hause- refill shop



Motown Fitness



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Drop Off Financial Model

Drop Off Revenue Breakdown

- Participants subscribe for \$20 monthly
- One 64-gal toter = 15-20 participants
 - $15 * \$20 / \text{month} = \$300 / \text{month}$
- One 64-gal toter costs ~\$130
 - Swapping out toters: $2 * \$130 = \260
- One stop to service 15 or more participants
 - Minimal labor hours
 - Minimal mileage and gas

Drop Off Numbers

- Greater Newark Conservancy
 - 9 participants
 - \$180 monthly revenue
- Glen Ridge
 - 24 participants
 - \$480 monthly revenue
- Motown Fitness (Morristown)
 - 32 participants
 - \$640 monthly revenue
- City Green (Clifton farm)
 - 16 participants
 - \$320 monthly revenue

TOTAL REVENUE: \$1,620 monthly



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2022 Lessons Learned

- Local Businesses tend to prioritize budget for composting services
- Worm Workshops were a hit with schools and afterschool programs in the spring
- Event composting requests are minimal but almost always followed through with.
- Rate of return is higher with Drop Offs



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Mr. Carrot's Photoshoot!



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Grant Resources

Local State Economic Development Agency:
NJEDA- NJ Economic Development Agency

Local Nonprofits:
NJ- Women's Center for Entrepreneurship

Grant Eligibility & Target Businesses:

- Small Businesses (can be based on employee number and/or revenue total)
- Minority owned businesses (ethnicity & gender)
- "Opportunity Zones" areas with underserved communities/ populations

Private Grants

- Mastercard/ Chase; IFundWomen; Major Banks



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NJEDA ZIP EV Grant

Grant Eligibility:

- Open to all businesses
- Small Businesses 25% additional incentive
- Minority owned businesses (ethnicity & gender)-
\$4,000 additional incentive per qualification
- At least 50% of operations must be in NJ

***Grant eligibility details, grant amount, and regulations change annually.*

*** Always read fine print.*



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NJEDA ZIP EV B'Lectra

2022 EV Grant + Cost Breakdown

- EV Cargo Van- \$75,000 incentive
- 25% of \$75,000 for small business = \$18,750
- \$8,000 for minority and woman owned business (at least 51% ownership)
- Total Incentive Award: \$101,750
- EV Cargo Van Cost: \$110,900
- Total Cost of EV Van: \$9,150

EV Extras Cost Breakdown

- Partition, Flooring, Wall Covers; Lights, E Tracks, Liftgate: \$11,003
- EV Level 2 Charger + Installation: \$1,835
- Delivery: \$6,000
- EV Wrap: \$1,800
- Total Cost: \$20,638



Grand Total Cost: \$29,788



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NJEDA Lease Grant

Grant Eligibility:

- Small Businesses only
- Sq. feet: 250- 1,000; must include street level space
- Lease effective within 1 year of application (new or renewed)
- Lease must be 5 years or longer
- Employee wage must be at least 120% of the minimum wage
- Pay market value of space

Grant Details

- Covers 20% of annual costs for 2 years
- Equipment rental not included
- Subleasing as the primary lessee disqualifies applicants



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National Private Grants

General Common Questions:

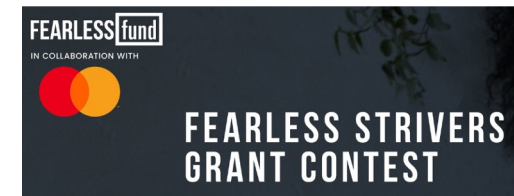
- Short term and long term business goals
- Uses of grant funding (operational, inventory, etc.)
- How grant money will help business grow/ achieve its goals
- Business story- About Us & What We Do

Unique Applications: (SAY NO GRANT)

- Post video via social media platform
- Include video in application
- Say, "No" Grant was unique in itself as its goal was to alleviate common stressors among the woman population

Time Commitment:

- Time consuming for unique applications



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2023 Looking Ahead

- Continue with residential pickups- core and strength of Java's Compost
- Focus on expanding Drop Off Sites
- Focus on local businesses- higher commitment to sustainability
- Promote composting services for private events
- Grants? Only success has been with NJEDA ZIP EV Grant...
- Assess compost sales and its revenue potential
 - If revenue potential is high, ramp up compost sales in 2023



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Impact



— TOGETHER, WE ARE MAKING A DIFFERENCE —

1,939,440 **LBS**
OF FOOD SCRAPS

KEPT OUT OF LANDFILLS AND INCINERATORS

AS OF DECEMBER 22, 2022



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