

A close-up photograph of a person's hands holding a large amount of dark, rich soil. The soil is piled high in the palm of the hand, and some soil is visible on the fingers. The background is a blurred pile of dark soil.

Building a Resilient Business
Molly Lindsay
Director of Operations



Resilience



About Us

Established in 2013 - 10 years of CCC!

5.5+ Million Lbs. Composted





Building a Resilient Business

1. Diverse Business Model



Multiple Revenue Streams



Collection Services | Compost Product Sales | Tipping Services



Food Scrap Collection



Drop Spot Programs

- Municipal sponsored
- Subscription based



Residential Door-to-Door

- Pick up service for residents; subscription based



Commercial Collection

- Food service, schools, institutions; subscription based



Compost Product Sales



Bagged Product

- Compost (1 cu ft, 8 qt)
- Worm Castings
- Plant Jolt



Bulk Product

- Home gardeners
- Farmers
- Land stabilization



New Products

- Liquid amendments - bulk and packaged
- Blends



Tipping





Building a Resilient Business

2. Adapt & Pivot as Needed



Community Drop Spots





Unforeseen Events





Educational Offerings





Building a Resilient Business

3. Building a Strong Team



Building a Strong Team



Building a Resilient Business



4. Incremental Growth

Scaling & Equipment





Capacity



Product Line Expansion





Building a Resilient Business

5. Building Relationships



Random Acts of Compost





The City of
Union City
New Jersey



MARBLETOWN, NY
Established 1703



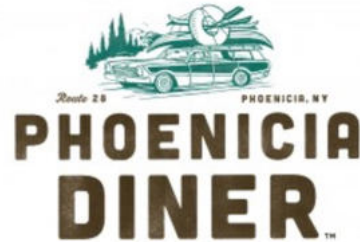
HYATT
REGENCY®



Woodland Pond
at New Paltz



LORD ABBETT



KINGSTON
FARMERS MARKET





Connecting with Customers



Building a Resilient Business



Challenges



Challenges

Manage moving parts of diverse business model

Equipment intensive relative to size

Economy of scale especially with growth

Inconsistent labor market

Ready to pivot and adapt

Keep in Touch!



Molly Lindsay

Director of Operations

molly@communitycompostco.com

Phone: 845-787-3478 x3

Websites:

Collection: communitycompostco.com

Soil Products: hudsonsoil.com

@communitycompostco @hudsonsoil

