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
2. Adapt & Pivot as Needed
Community Drop Spots
Unforeseen Events
Educational Offerings

[Images of people and activities related to educational offerings.]
3. Building a Strong Team
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Building a Resilient Business

4. Incremental Growth
Scaling & Equipment
Capacity
Product Line Expansion
5. Building Relationships
Random Acts of Compost
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!

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