The US Composting Council (USCC) is a national, non-profit trade and professional organization promoting the recycling of organic materials through composting. The USCC is the only national organization committed to the advancement of the compost manufacturing industry.

The USCC Fiscal Year runs from April 2015 through March 2016 and report information reflects that.

President: Lorrie Loder-Rossiter
Vice President: Wayne King, Sr., ERTH Products
Treasurer: Clayton Leonard, New Earth
Secretary: Jeff Ziegenbein, Inland Empire Utilities Agency

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Tim Goodman, NatureWorks
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Bob Yost, A-1 Organics
Susan Thoman, Cedar Grove Composting
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John Janes, CAT

Board Emeritus:
Eliot Epstein, Ph.D., Epstein Environmental Consultants, LLC
Executive Director:
Frank Franciosi

The USCC Fiscal Year runs from April 2015 through March 2016 and report information reflects that.
In Memoriam: Compost Industry Leader Chuck Wilson

Charles “Chuck” Wilson, a leader of the compost manufacturing industry and the US Composting Council, passed away unexpectedly April 24, 2016, deeply saddening the compost industry. Chuck spent 38 years in the organics industry, following his father Duane, another industry leader, as a young man in the family business in 1982. He served as vice president of sales, operations manager and president before purchasing the company in 2005 and becoming CEO. Chuck was an active member of the Market Development Committee, a nine-year USCC board member and was recently named a Commissioner in the new Certification Program.
THE FINANCIAL PICTURE*

**$898,970**

Income for Fiscal 2015

**$1,259,796**

Expense for Fiscal 2015

<table>
<thead>
<tr>
<th>Goal</th>
<th>Total Income</th>
<th>Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goal 1</td>
<td>Promotion</td>
<td>1%</td>
</tr>
<tr>
<td>Goal 2</td>
<td>Market Development</td>
<td>13%</td>
</tr>
<tr>
<td>Goal 3</td>
<td>Advocacy</td>
<td>5%</td>
</tr>
<tr>
<td>Goal 4</td>
<td>Education &amp; Conference</td>
<td>56%</td>
</tr>
<tr>
<td>Goal 5</td>
<td>Governance</td>
<td>0%</td>
</tr>
<tr>
<td>Goal 6</td>
<td>Operations</td>
<td>24%</td>
</tr>
<tr>
<td>Goal 7</td>
<td>Research</td>
<td>1%</td>
</tr>
</tbody>
</table>

*Note: Direct comparisons to 2015–2016 financials are precluded this year by a one-time change in organization of general ledger items.

OUR IMPACT ON OUR WIDER WORLD

No organization can be successful without partners, allies and others whose mission is related. We are proud to be affiliated with these organizations, where we work together on projects, events and information for our common audiences.

- 336,000 readers represented by our media partners know about the work we do
- 27,000 attendees of 8 annual tradeshows experience our message
- 2 million members of our partner organizations hear about our projects, advocacy and our passion for organics recycling, healthy soil, entrepreneurship, climate change mitigation and waste reduction

Media Partners:
- American Recycler
- BioCycle
- Composting News
- Erosion Control
- Mulch and Soil Producer News
- MSW Management
- Portable Plants & Equipment
- Recycling Product News
- Resource Recycling
- Recycling Today
- Waste Advantage
- Waste 360
- WHEN

Organizational/Project Partners
- American Biogas Council
- AmHort
- American Public Works Association
- American Society of Landscape Architects
- Biodegradable Product Institute
- BlueGreen
- International Erosion Control Association
- Keep America Beautiful
- National Restaurant Association
- Natural Resources Defense Council
- Organic Materials Research Institute
- Soil Science Society
- Solid Waste Association of North America
- US Zero Waste Business Council
The USCC heard our membership and in 2016 we rolled out our new **Soilbuilder membership levels**, changing terminology and membership fees to respond to organization needs and member demand, so you will see our Associate membership – which is becoming the new membership available to larger members as they reach their limits on participating members—has been revised back down to $100.

Members have been thrilled with the newest benefit—a full YEAR of *BioCycle Magazine*, our official magazine. We have always been an organization for and about our members.

Our focus in the past year has been on growing state level members through **Chapter development**. We’ve worked with our existing chapters to better define the barriers to entry for becoming a Chapter and how national can help our state partners grow. Four new states were on the horizon for Chapter formation as we closed the fiscal year.

### New Soilbuilder Levels

- Associate (individuals, students, retirees) (12%)
- Basic (non-profit, farm composter) (6%)
- Bronze (small business, small government, university) (58%)
- Silver (medium business, large government) (15%)
- Gold (large business) (7%)
- Platinum (corporate) (1.3%)
- Corporate Sustaining (.5%)
- Benefactor (.6%)

### Membership By Industry

- Compost Manufacturers (52%)
- Academic (3%)
- Equipment and Products (11%)
- Individual (13%)
- Consultants (6%)
- Public Agencies (8%)
- NonProfits (3%)
- Haulers (2%)

### Chapters:

**California Composting Council**
(Association of Compost Producers, Dan Noble)

**North Carolina Composting Council**
(Rhonda Sherman)

**Minnesota Composting Council**
(Ginny Black)

**Virginia Composting Council**
(Gary Gittere)

**MD-DC Composting Committee**
(Brenda Platt)

**Colorado Composting Council**
(Dan Matsch)

Watch for more growth in Michigan, Georgia, New York and Florida!

### Workplace Composting and Kimberly Clark Partnership

Through a unique arrangement with Kimberly Clark Professional, a Benefactor member, the USCC unveiled the *Guide to Workplace Composting* in April. This guide is a how-to manual targeted at those charged with setting up organics collection in places of business, large and small. Find a downloadable PDF of the guide under [www.composting-council.org/resources](http://www.composting-council.org/resources).
Certified Compost and A Word from Joe for our STA Participants

Educational videos created by Joe Lamp’l can now be customized to highlight individual businesses’ name, location and branding through another USCC partnership with Growing a Greener World; www.compostingcouncil.org/sta-benefits provides more detail on promotions. The 15-second clip includes a company-specific script and provides a rare ability to have a national TV celebrity create videos each member can use to target their specific customers.

The Certified Compost brand helps make the STA brand much stronger and even more identifiable for the retail compost consumer. Joe completed two videos for the USCC in 2015, and 2 more are scheduled for 2016. These are available to all STA participants to use.

- Two Videos targeted at consumers distributed through blogs and social media have been completed!
- Find them on YouTube: www.youtube.com/channel/UC2HmgeO1Q5_kos5vbb-uULQ
- STA Members can contact staff to use the Certified Compost logo on their materials

SEAL OF TESTING ASSURANCE

The Seal of Testing Assurance Program (STA) continues to grow in popularity, both with specifiers and participants.

- 12 New Products
- 20 new STA participant companies in 2015-16
- 14 State Agencies specifying Certified STA Compost Only

State Agencies Requiring STA Labeled Compost Only:

<table>
<thead>
<tr>
<th>Agency</th>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>AKDOT</td>
<td>NCDOT</td>
</tr>
<tr>
<td>CalTrans</td>
<td>NYDOT</td>
</tr>
<tr>
<td>CODOT</td>
<td>ORDOT</td>
</tr>
<tr>
<td>FLDEP</td>
<td>SCDOT</td>
</tr>
<tr>
<td>TXDOT</td>
<td>WIDOT</td>
</tr>
<tr>
<td>IADOT</td>
<td>WIDNR</td>
</tr>
<tr>
<td>MNDOT</td>
<td>WSDOT</td>
</tr>
</tbody>
</table>

Year 2000 began with 23 companies

Today

- 234 companies
- 298 products
- 39 states
- 12 labs
- 8 mil. cubic yds

ADVOCACY AND PUBLIC POLICY

USCC continues a mission of speaking for the compost manufacturing industry and compost community in statehouses, policy forums and regulatory agencies.

Food Scraps

2015-16 was a busy year for advocacy efforts to divert food scrap to compost USCC supported Maine’s bill to divert commercial food waste and joined a lobbying coalition of NRDC, JHU Bloomberg Public Policy School, WWF, Green Sports Alliance, NFESH, Forum for the Future and Harvard’s Food Law and Policy Clinic to advocate to USEPA and USDA to implement a national food scrap reduction goal of 50% by 2030

Other Pushes for Organics Recycling in the US

- USCC was a participant and key planner of the National Recycling Coalition’s 2015 Sustainable Materials Management Summit
- USCC again supported Maryland’s Yard Waste Diversion and Food Residuals Compost bill
- USCC lobbied for Hawaii Diversion of Organics and Compost on Agricultural Land bills
- USCC Supported members working for a California Sales and Use Tax Exemption for Equipment Purchase

New Marketing Literature for Members to Customize

Now, STA participants can use the colorful, well-designed and newly updated USCC literature about the Certified Compost program—but with their own logo/branding! They can now order them directly and have their company contact information and logo printed right on pieces they order at no additional cost.
1,010
Conference Attendees

207
Pre-Conference Course Participants

104
Exhibitors

600
Equipment Demonstration Day Attendees

THE FOUNDATION
Your Resource for Research, Educational Opportunities and Scholarships

CCREF is a catalyst for advancing composting technologies, practices, and beneficial uses that support resource conservation and economic and environmental sustainability. As the philanthropic arm of the USCC, CCREF positively impacts communities locally and globally by:

- Fostering scientific research opportunities
- Increasing awareness and educating the public
- Advancing the stature and practices of the composting industry

Beginning in 2016, The Foundation will now be the home of the Compost Operations Training Course (COTC) and the International Compost Awareness Week (ICAW) programs. They are a good fit for the Foundation’s focus on education.

In 2015–2016, CCREF oversaw the design of protocols and testing for Certified Compost Operations Manager (CCOM) certification, a professional certification that launches through the USCC in 2016-17, thanks to a grant from the 11th Hour Project.

Sustainable Student
Reed Patrick
Denison University, OH

Young Investigator
Brandon Erny
Sterling College, VT

Composting Under Cover Course
77
People Trained

Specifying Compost Course
57
People Trained

Compost Operations Training Courses
107
People Trained
(Ithaca, NY; Raleigh, NC; Apoka, FL; Davis, CA)

Who comes to the USCC Annual Conference & Tradeshow?

39% Compost Producers
16% Research & Educators
9% End-users
8% Compost Marketers
8% Vendors
8% Not-For-Profit
12% Others

Scholarships*

International Compost Awareness Week

Compost—The Soil and Water Connection
Winning Artist: Emily Mozzone, Maple Valley, WA

- Record 300+ poster entries!
- 1,350 posters distributed to members, sponsors, state organizations
- 15 requests for posters from KAB chapters
- 200 posters distributed to California assembly
- Ad in Wall Street Journal
- 52 events held nationwide

Toolkits
- Curb to Compost
- Compostable Plastics

CCREF is a nonprofit organization and counts on financial support. Contributions from individuals and organizations is vital. To help CCREF continue its important work for the compost manufacturing industry and composting, please make a generous donation today. Donate at: compostfoundation.org/Donate/Ways-to-Give
An Anniversary Celebration
and a Call to Action

We’re having an anniversary party this year: the USCC is 25 years old! Anniversaries are wonderful times that allow us to reflect on accomplishments and how we have successfully overcome challenges. Yet milestones are also a call to plot a course for the next quarter century. USCC’s leadership has done that with a new three-year strategic plan.

COMPOST2017, our Silver Anniversary Conference in Los Angeles, CA, will be another capstone to our history as we expect it to be our biggest conference ever, with special activities and new energy.

The USCC Board of Directors looked at the latest and past membership surveys to assess needs and trends in the economy, technology, politics and social climate, and asked for input from close partners and allies. As a result, the plan (which you can find on our website http://compostingcouncil.org/mission/) is focused on Advocacy, Education/Certification, Infrastructure and Marketing, Communications and Public Relations.

Committees and Task Forces will develop Action Plans over the course of the next three years that will include resources and budgets; keep an eye out as we look for member participation in these projects.

One of the action items for the coming year is the rollout of our Certified Compost Operations Manager professional certification program developed by the CCREF. We are excited about the enthusiasm we have seen in the beta testing period and expect that this certification will take USCC and the compost manufacturing industry to a new level of professionalism.

Another major endeavor you can take part in as members is our first Member to Member Drive, called Reconnect. We are asking members to help on regional teams to invite back organizations and individuals who have been part of the industry, and the USCC, over the past decade, and to bring new faces to the table, especially in regions where we have Charter Chapters and chapters in formation. Chapter growth will also be a major theme in coming years; USCC leadership sees the work of our members in their states as another catalyst for growth of our organization to a new level.

By all means—let’s celebrate how our industry has grown since 1992! We look forward to carrying out our vision so we will celebrate again in the year 2042.

– FRANK FRANCIOSI, EXECUTIVE DIRECTOR