



2022 ANNUAL REPORT

laying the blocks for community composting



HIGHLIGHTS

2022	131.0 <i>Tons Composted</i>	24 <i>Dropoff Hubs</i>	12 <i>Soil Farmers</i>	323 <i>Subscribers</i>	1210 <i>Buckets Dropped</i>	\$444 <i>Operating Cost Per Ton</i>
2021	100.3 <i>Tons Composted</i>	18 <i>Dropoff Hubs</i>	9 <i>Soil Farmers</i>	305 <i>Subscribers</i>	1653 <i>Buckets Dropped</i>	\$515 <i>Operating Cost Per Ton</i>

IMPACT

498

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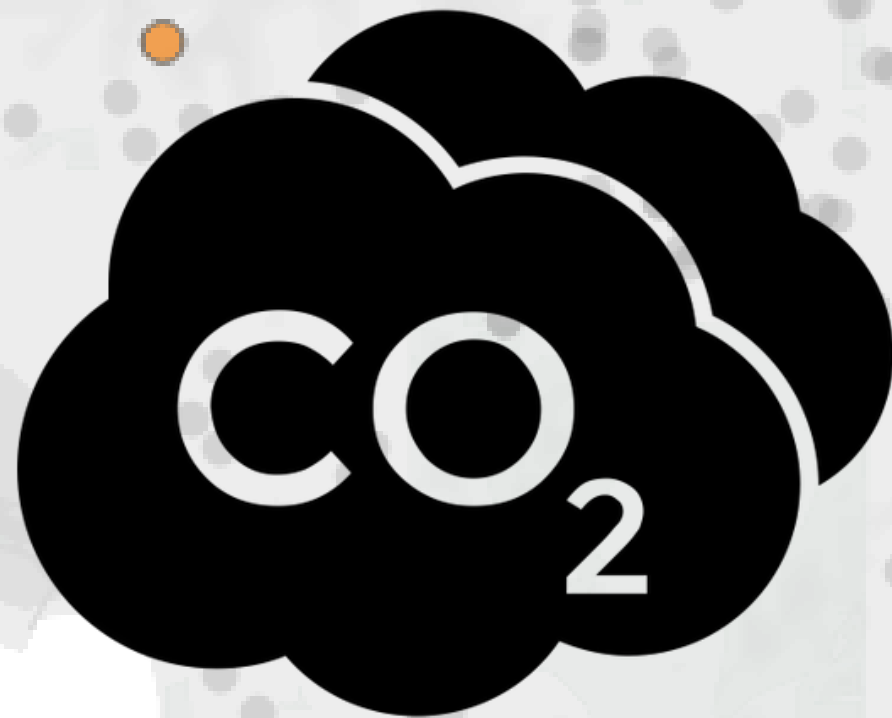
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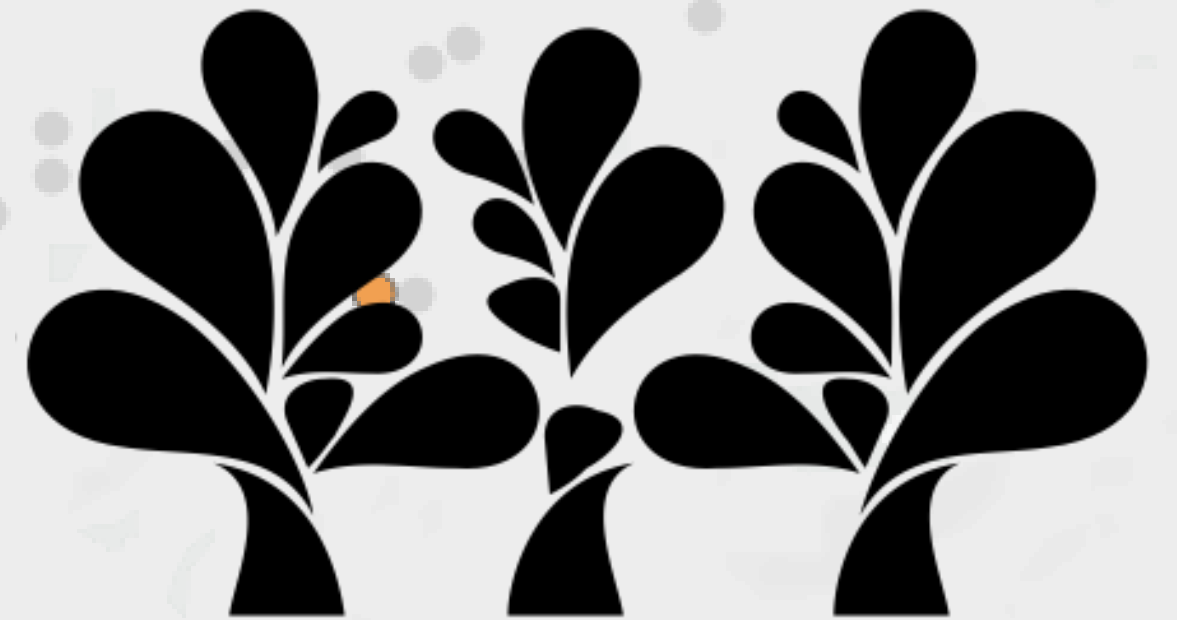
388



Tons Composted



*MTCO2 Emissions
Reduced*



Acres of US Forests

Carbon Sequestered By

TONNAGE

V
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Y

Tons Composted Onsite

Scraps that are processed in the same neighborhood they were generated in. These are scraps that do not need to be transported by Food2Soil to a processing facility in another part of town. Wherever possible we prefer to build local capacity which eliminates the need to put additional carbon miles on transportation of scraps.

Tons Composted After Hauling

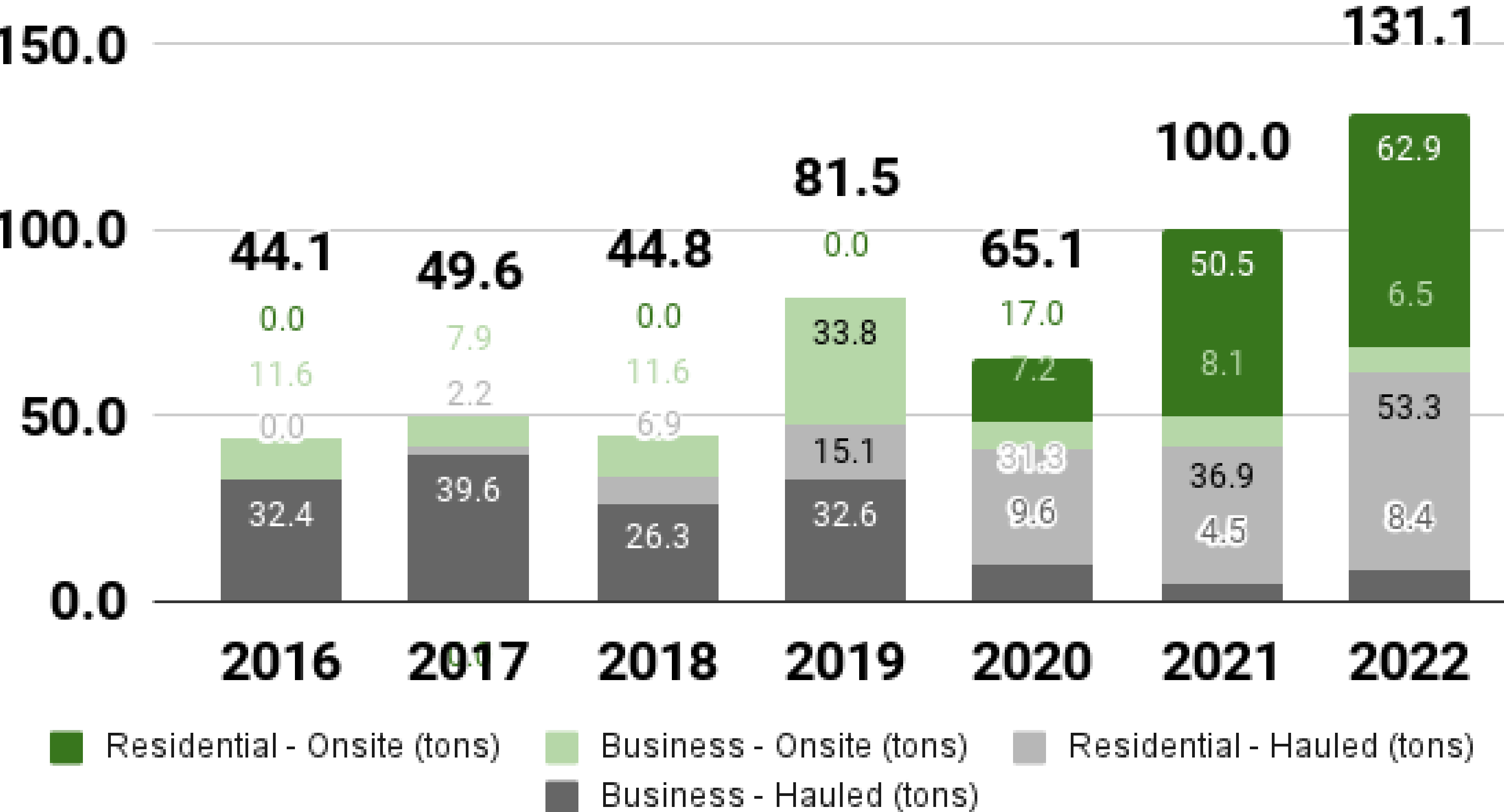
Not all scraps can be processed where they are generated or collected. When necessary we transport these scraps from their generation points to a place where they can be processed and allowed the time to turn into compost.



TONS COMPOSTED

Onsite v/s Hauled

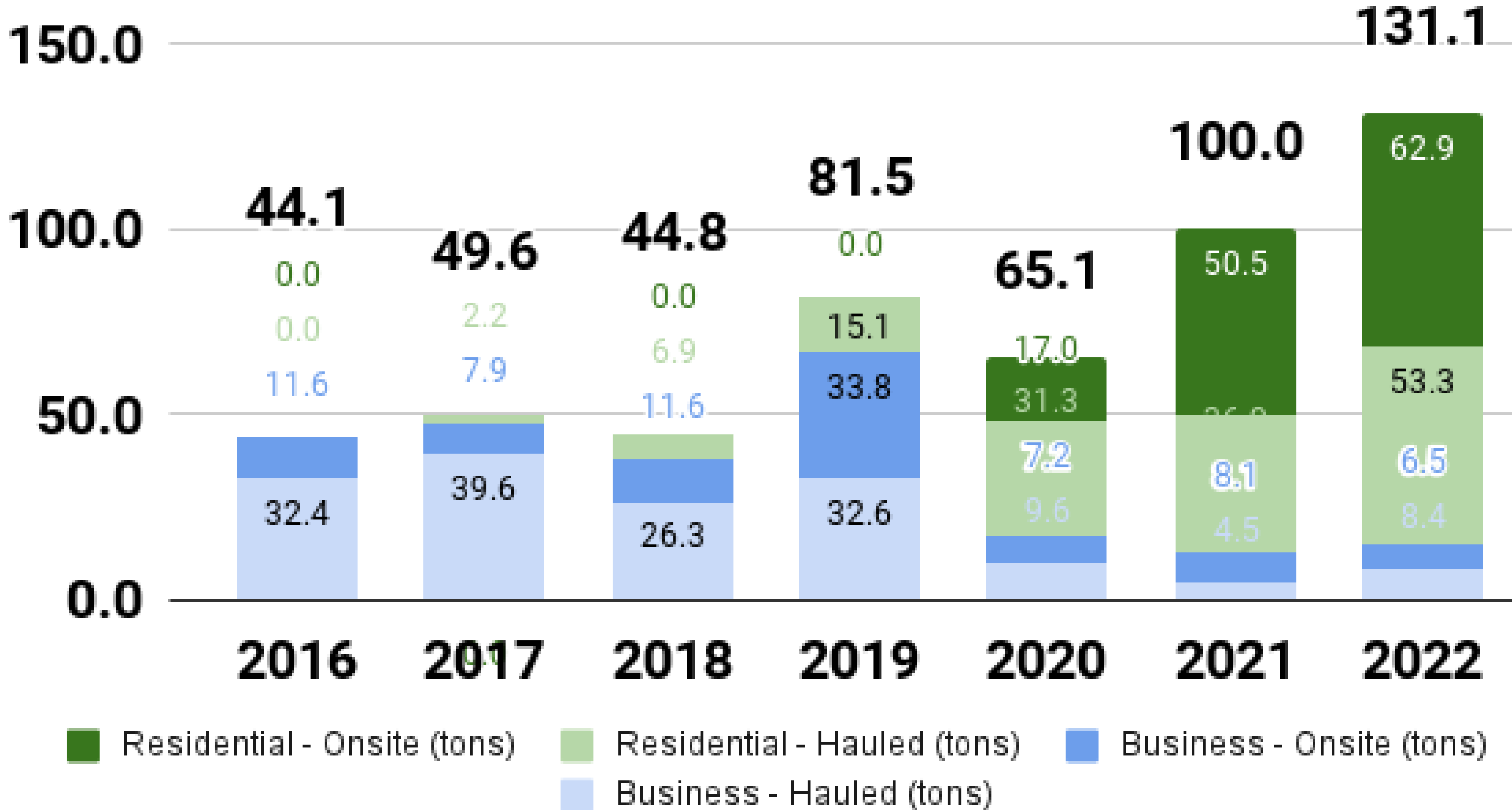
In 2022 we collected and composted 131 tons of foodscrap. 53% of these scraps were composted within the very neighborhoods they were generated in (without putting the scraps on a truck or transporting them offsite). This brings the total tons composted since inception (in 2015) to 498 tons.



TONS COMPOSTED

Residential v/s Business

Residential scraps comprise 89% of the tonnage composted. Residential feedstock and participation has been steadily rising over the past few years.



TONS & COST PER TON

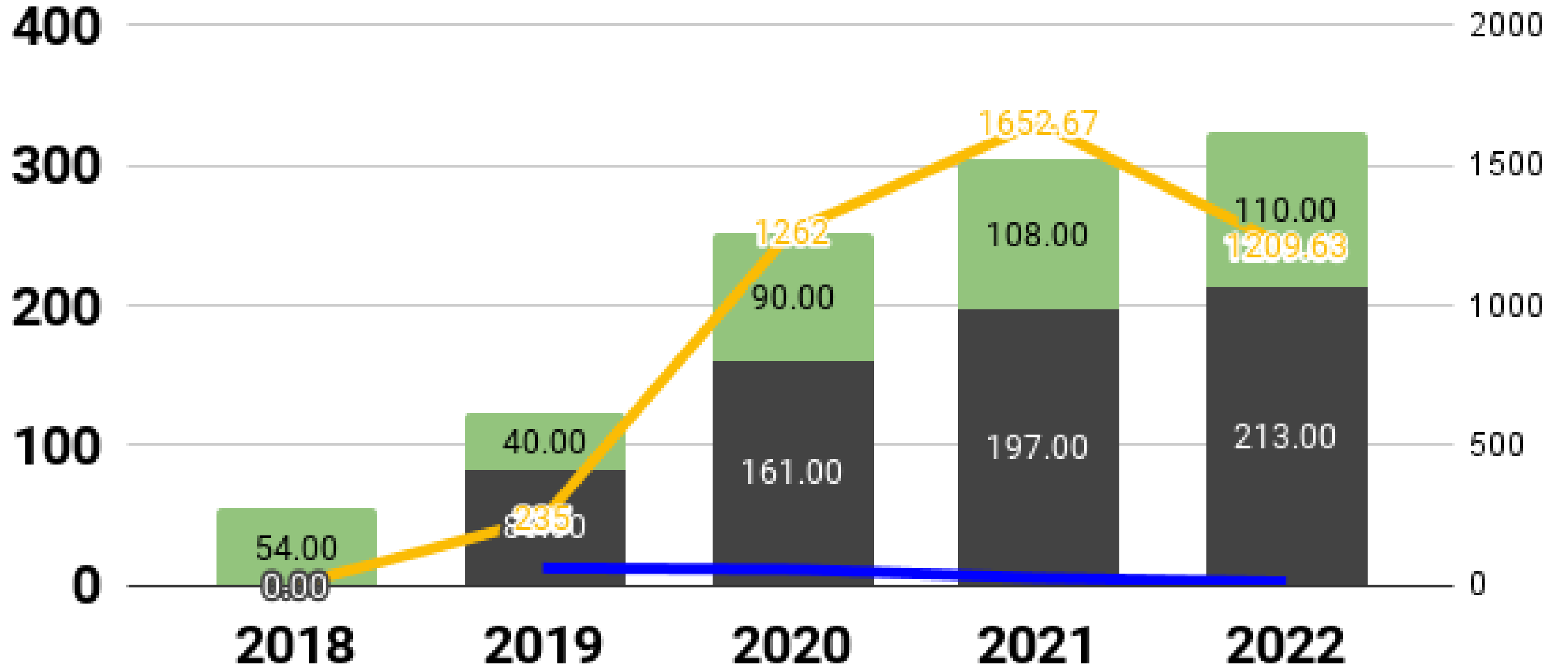
	2018	2019	2020	2021	2022
Scraps Processed By Soil Farmers	33.18	47.70	57.91	91.91	124.60
Business - Hauled	26.32	32.63	9.64	4.53	8.44
Subscription - Hauled	6.86	15.07	31.26	36.87	53.28
Bucket Drops (Estimated)	0.00	0.00	15.78	20.66	15.12
Subscriptions (Estimated)	0.00	0.00	1.24	29.85	47.76
Scraps Processed Onsite For Businesses	11.60	33.84	7.18	8.12	6.46
TOTAL SCRAPS COMPOSTED	44.78	81.54	65.09	100.03	131.06
Collection & Transportation Cost Per Ton	\$194	\$293	\$521	\$468	\$491
Processing Cost Per Ton	\$114	\$222	\$410	\$305	\$233
Fully Loaded Cost Per Ton	\$588	\$692	\$1,080	\$825	\$615

BUSINESS & RESIDENTIAL PARTICIPANTS



PROGRAM PARTICIPATION

Registrations for NC101
24 in 2021; 15 in 2022



■ # of Business Participants — No. of Bucket Drops ■ No. of Subscription Soil Farmer hubs
■ No. of Subscriptions (Hauled)

FINANCIALS



REVENUE

	2018	2019	2020	2021	2022
REVENUE					
Business	\$14,657	\$36,725	\$25,249	\$15,860	\$23,462
<i>Pickup</i>	\$5,600	\$14,515	\$10,616	\$5,204	\$11,830
<i>Onsite</i>	\$9,057	\$22,211	\$14,633	\$10,656	\$11,632
Residential	\$4,776	\$14,386	\$36,913	\$57,129	\$59,797
<i>Subscriptions</i>	\$4,776	\$12,416	\$29,918	\$45,405	\$52,972
<i>Bucket Drops</i>	\$0	\$1,969	\$6,995	\$11,724	\$6,825
Other Programs	\$1,728	\$2,509	\$5,070	\$2,075	\$2,175
<i>Soilfood Sales</i>	\$950	\$1,482	\$1,708	\$0	\$0
<i>NC101</i>	\$0	\$491	\$3,052	\$1,835	\$950
<i>Worm Crafters</i>	\$0	\$0	\$0	\$0	\$215
<i>Merchandise</i>	\$0	\$0	\$0	\$67	\$48
<i>Other Sales & Events</i>	\$778	\$536	\$310	\$173	\$962
TOTAL REVENUE	\$21,161	\$53,620	\$67,232	\$75,063	\$85,433

OPERATING EXPENSES

	2018	2019	2020	2021	2022
OPERATING EXPENSES					
Collection & Transportation Costs	-\$6,435	-\$13,980	-\$21,313	-\$19,377	-\$30,330
<i>Wages</i>	<i>-\$5,282</i>	<i>-\$7,959</i>	<i>-\$12,891</i>	<i>-\$11,621</i>	<i>-\$16,948</i>
<i>Rental Equipment, Mileage, Gas</i>	<i>-\$1,153</i>	<i>-\$6,021</i>	<i>-\$8,422</i>	<i>-\$7,756</i>	<i>-\$13,383</i>
Processing Costs	-\$5,095	-\$18,086	-\$26,694	-\$30,475	-\$30,548
<i>Business Onsite</i>	<i>-\$1,815</i>	<i>-\$12,180</i>	<i>-\$12,450</i>	<i>-\$2,560</i>	<i>-\$5,550</i>
<i>Neighborhood Programs</i>	<i>-\$3,280</i>	<i>-\$5,906</i>	<i>-\$14,244</i>	<i>-\$27,915</i>	<i>-\$24,998</i>
Composting Supplies & Tools	-\$6,857	-\$11,542	-\$5,645	-\$3,729	-\$1,066
TOTAL OPERATING EXPENSES	-\$18,387	-\$43,607	-\$53,652	-\$53,581	-\$61,945
OPERATING SURPLUS/DEFICIT	2,774.26	10,012.86	13,579.81	21,482.31	23,488.61

OPERATING EXPENSES

	2018	2019	2020	2021	2022
OVERHEADS					
Wages-Admin & Mngt	-\$3,278	-\$2,822	-\$3,703	-\$19,553	-\$19,920
Office Supplies & Subscriptions	-\$788	-\$3,684	-\$4,871	-\$1,837	-\$2,100
Marketing, Outreach & Events	-\$1,684	-\$3,757	-\$6,316	-\$3,799	-\$2,130
Accounting & Bank Fees	-\$1,049	-\$1,584	-\$637	-\$2,874	-\$4,141
Insurance, Licenses & Permits	-\$1,129	-\$969	-\$1,096	-\$927	-\$2,768
TOTAL BUSINESS OVERHEADS	-\$7,928	-\$12,816	-\$16,622	-\$28,990	-\$31,059
NET BUSINESS SURPLUS/DEFICIT	(5,153.78)	(2,803.50)	(3,042.47)	(7,507.25)	(7,570.24)
Program Grants	\$0	\$0	\$0	\$8,000	\$12,378
NET PROGRAM SURPLUS/DEFICIT	(5,153.78)	(2,803.50)	(3,042.47)	492.75	4,808.10

POLICY



INFRASTRUCTURE SHORTFALL

REQUIRED FOOD WASTE
RECYCLING CAPACITY

590 k

TONS PER YEAR

EXISTING CAPACITY

EDCO'S DIGESTER

OTAY LANDFILL COMPOST

MIRAMAR GREENERY

37 k

TONS PER YEAR

22 k

TONS PER YEAR

74 k

TONS PER YEAR

ADDITIONAL PLANNED CAPACITY

EDCO'S DIGESTER

OTAY LANDFILL COMPOST

OTAY AGRISERVICE

37 k

TONS PER YEAR

11 k

TONS PER YEAR

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TONS PER YEAR

EXISTING & PLANNED CAPACITY

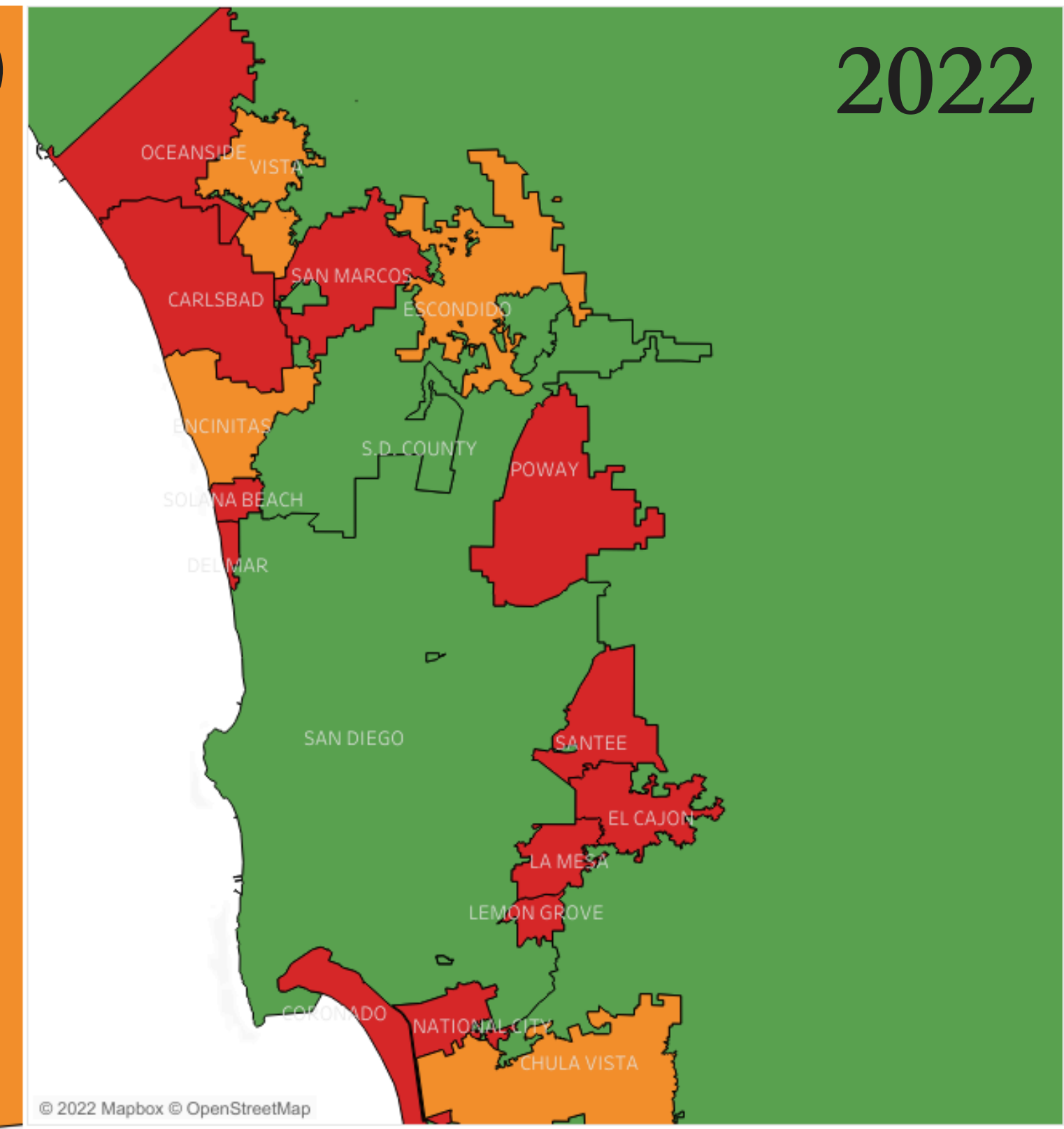
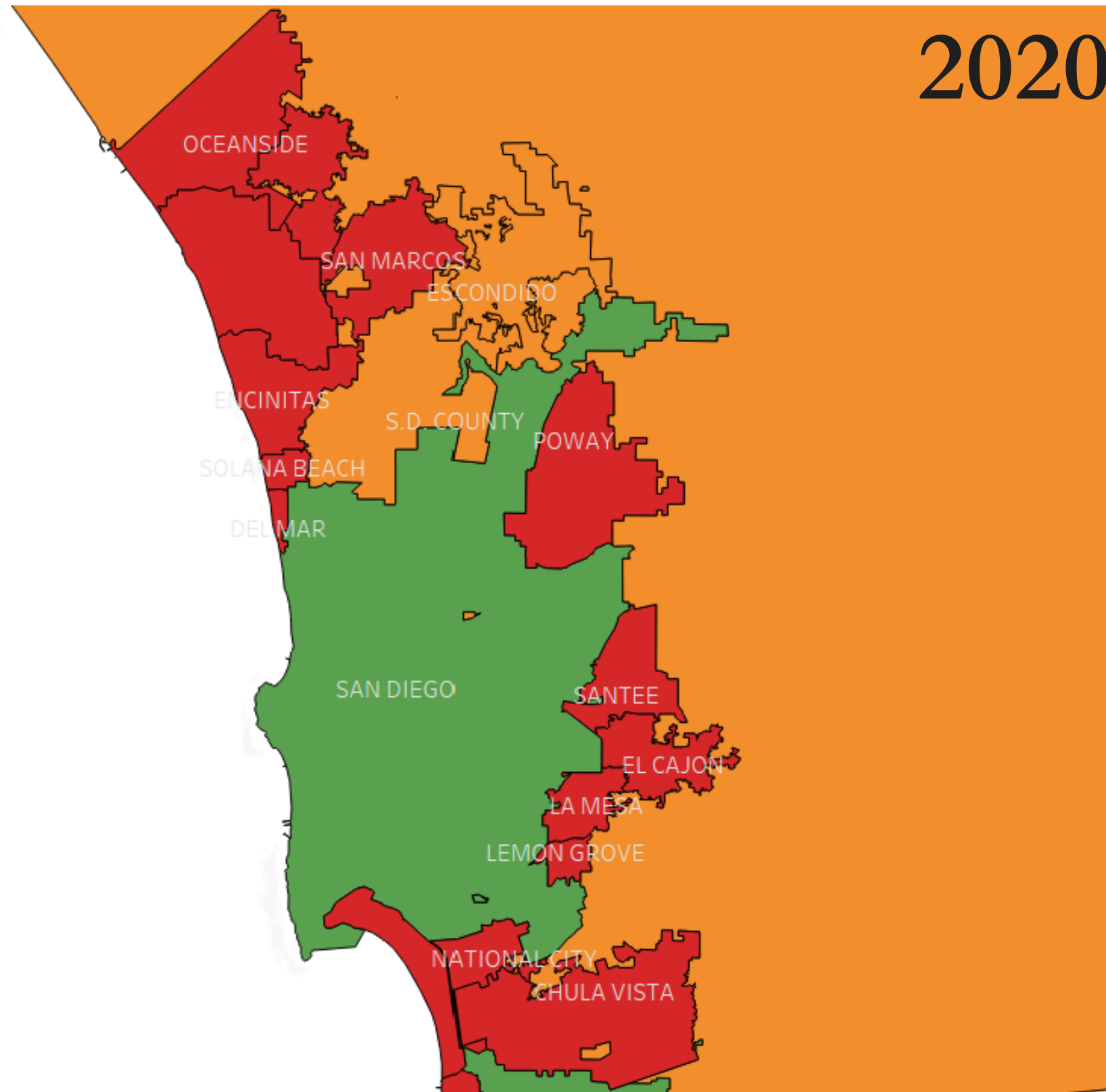
181 k

TONS PER YEAR

POLICY

Allow Community Composter To Offer

- Fee Based Collection & Transportation of Food Waste For A Fee
- Composting of Scraps Not Generated Onsite
- Composting In Zones Marked Non-Agricultural Uses



WHAT'S AHEAD

food2soil
Your neighborhood composter



SPRING
2023

Soil 2 Sprouts

by Food2Soil

*An assortment of veggies, herbs, flowers
& amendments curated to sprout the
gardener in you*

\$30

Twelve 3 inch starter plants

Tomato (slicer & cherry), Zucchini,
Winter Squash, Beets, Cucumber, Basil,
Scallions/Chives, Parsley, Dill, Marigold & Zinnia

+ 3 gallons of compost
mixed with vermicompost

+ 8oz water soluble calcium concentrate
makes 16 gallons



OUR RIGHT TO COMMUNITY COMPOST

www.food2soil.net/policy



Home based composters and Food2Soil members cannot opt-out or request a waiver from the mandatory hauler provided green organics bin.

The hauler's smallest green bin (32 gallon cart) is too big for the average household and takes away valuable soil building nutrients from our communities.

Food2Soil is advocating for a policy change that respects the citizen's right to self-haul and allows small operators to compete in the marketplace.

We Hope You Will Join Us





ROTON!