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**The  
Compost  
Exchange**  
Residential Food Scrap  
Recycling

City of Bexley  
Curbside Composting Proposal  
October 17, 2023

# Executive Summary

Thank you! We sincerely appreciate the opportunity to serve the City of Bexley by delivering our curbside composting services.

## About The Compost Exchange

With over 3500 active customers, The Compost Exchange is the largest service provider of residential food scrap recycling and composting in the Central Ohio region. We serve nearly all of Columbus, Ohio and surrounding areas with drop-off and curbside services collecting nearly 500 tons of food scraps each year.

## Food Scrap Collection

The Compost Exchange will be responsible for food scrap collection curbside from resident homes as well as from the two existing Bexley drop-off locations. We propose keeping details such as bucket placement and collection day consistent with current state in order to ensure Bexley residents don't miss a beat while transitioning to working with The Compost Exchange.

## Processing & Composting

Today, 100% of the food scraps collected by The Compost Exchange are converted into nutrient-rich compost. Currently, we process all of our food scraps through partnerships with local organic farms and at Ohio EPA Certified Class II facilities. For servicing the City of Bexley, the Compost Exchange is willing and able to work with any Class II certified facility within 30 miles of Downtown Columbus and will work together with Bexley to identify and select the preferred Columbus area facilities to use.

## Reporting & Feedback

As part of this contract with the City of Bexley, the Compost Exchange will provide an itemized monthly invoice, a monthly program status report, and a customized impact report for the City of Bexley.

## Pricing

The Compost Exchange offers to collect and process food scraps per the proposed solution herein for **\$7.35/month** per participating household for the initial year of our contract. Additionally, we are very well suited to deliver both bid alternates. For more details on pricing, please refer to pages 8-10.

## Thank You!

We are extremely excited to assist the City of Bexley in executing their food scrap recycling program. On behalf of our entire team, we again thank you for the opportunity.



# About The Compost Exchange

With over 3500 active customers, The Compost Exchange is the largest service provider of residential food scrap recycling and composting in the Central Ohio region.

## Our History

Founded in 2012 as an Ohio EPA certified Class II composting facility in Athens, Ohio, the Compost exchange has been dedicated to diverting organic food scraps away from our overcrowded landfills and instead converting them into nutrient-rich compost.

After selling the Athens facility in 2015, the Compost Exchange pivoted to focus on food scrap recycling for Columbus-area residents and businesses through the operation of several drop-off locations around the city. In 2018, the Compost Exchange started the area's first broadly available direct-to-consumer curbside service collecting food scraps from the front porches and sidewalks of its customers.

Today, The Compost Exchanges serves nearly all of Columbus, Ohio and surrounding areas with its dropoff and curbside services.

## Our Team

The leadership team at The Compost Exchange is dedicated to our sustainability-focused mission while providing the highest level of customer service.



### Ray Leard

#### *Founder/Chief Composter*

A native of Columbus, Ohio, Ray graduated from The Ohio State University with a degree in Marketing. Ray has spent most of his career in the food industry, both in restaurants and in food manufacturing. After seeing the need for such a service, Ray became passionate about food scrap recycling and this led him to start The Compost Exchange in 2012. Ray gets true joy from serving customers and communities. Seeing a his customers light up as a result of the care and quality service provided has led Ray to work tirelessly to grow The Compost Exchange into what it is today.



### Michael Kelley

#### *Business Strategy & Operations Partner*

Born and raised in Columbus, OH, Michael has a B.A. in Philosophy from Notre Dame, a J.D. in law from Notre Dame, and a specialized masters degree in finance from the Fisher College of Business. Michael works alongside his father and brother at Kelley Companies – a local family-owned real estate development firm focusing on historic preservation, multi-family development, property management, and neighborhood business startup and operation. Michael currently serves on the board of directors for Homeport and St. Charles Preparatory School. He believes that reducing food waste is a critical starting point for restoring the environment and addressing climate change.



### **Ben Kelley**

#### *Business Strategy & Marketing Partner*

Born and raised in Columbus, OH, Ben has a dual degree in History and Finance from Lehigh University. After spending two years with Keybank's Real Estate Capital Group, Ben joined his father and brother at Kelley Companies. Ben is involved in all aspects of real estate development, but has a passion for design, construction, and retail leasing. Ben is also the founder of Emmett's Cafe, a local restaurant with two locations. Ben is passionate about Columbus and is looking forward to educating the community about the environmental, economic, and social benefits of sustainability.



### **Bobby Whitman**

#### *Business Strategy & Technology Partner*

Born and raised in Columbus, OH, Bobby has always held a deep interest in science and technology. After completing his B.S. in Mathematics from Xavier University, Bobby founded his own software company which he grew to over \$20MM in annual revenue employing 130+ full-time employees right here in Columbus, OH. After selling his company in 2019 and transitioning out in 2022, Bobby is excited to shift to a completely new part of the science world and help advance the ever-important mission of The Compost Exchange.



### **Nick Schubert**

#### *Business Strategy & Operations Partner*

Brought up in Central Ohio, Nick has always had a passion for building businesses and supporting the local communities in which they operate. After graduating from St. Charles Preparatory, Nick attended Miami University for his undergraduate business degree and Notre Dame for his MBA. His career has provided the opportunity to live and work around the globe. After over a decade of supporting business operations via consulting and investing, Nick moved back to Columbus and has joined The Compost Exchange to help bring a sustainable future to the city that he has always called home.

## **Our Vision**

At the Compost Exchange, we envision a world without food waste. We ensure all households and businesses have readily-available systems to divert unconsumed food from landfills and convert it into nutrient-rich compost. We act as a catalyst for municipalities and property managers to provide those systems to their residents. With a proud history of excellent customer service, we are the preferred partner and have become a household name for food scrap recycling in Ohio and beyond.

# Proposed Solution

## 1. Food Scrap Collection

### 1.1 Curbside Collection

The Compost Exchange will complete curbside pickup of food scraps from participating Bexley residents on a weekly basis. All pickups will occur on the same scheduled day each week. We propose keeping the scheduled collection day consistent with current state in order to ensure Bexley residents don't miss a beat while transitioning to working with The Compost Exchange.

The Compost Exchange operates a fleet of Ford Transit 250 Cargo Vans. Each van in our fleet is white in color and bears our company name and logo clearly on the side to provide a professional look and help to build resident confidence in the collection process.

We are currently in the process of converting our fleet to electric vehicles, while we expect this to take some time to move our entire fleet, we anticipate having 1-2 EVs delivered in early 2024 and commit to using these vehicles to serve the City of Bexley upon their addition to our fleet.

Our curbside collection process is simple! Residents will tie off their liner and place the filled bucket on the sidewalk by 7:00 am on the scheduled collection day. A Compost Exchange employee will open the lid, remove the filled liner, place a fresh liner over the edge of the container and reseal the lid. Note that the Compost Exchange uses only BPI® Certified Compostable liners for all collection receptacles.

The Compost Exchange is happy to accept the following items:

- meats & fish (including bones),
- cheese and dairy,
- coffee grounds & filters,
- compostable serviceware,
- eggs & other proteins,
- fruit & vegetables,
- shells (including nuts & egg)
- greasy pizza boxes,
- paper towels, plates, napkins, & tissues,
- tea & tea bags,
- newspaper, parchment paper (unwaxed).



### 1.2 Drop-off Toters

In addition to collection at resident homes, the Compost Exchange will also service two (2) drop-off locations within the City of Bexley. This collection will also occur on a weekly basis.

Each week, a Compost Exchange employee will visit the drop-off sites. The toters will be removed in their entirety and be replaced with clean, empty toters that include a fresh liner. In addition to collecting and processing the food scraps from the original toters, the Compost Exchange will be responsible for washing out the toters each week.



# Proposed Solution

## 2. Processing & Composting

While diverting food scraps from our landfills is important by itself, we believe strongly in completing the cycle of the composting process. Today, 100% of the food scraps collected by The Compost Exchange are converted into nutrient-rich compost. Currently, we process all of our food scraps in two ways.

### Local Farm Partnerships

The Compost Exchange is proud to partner with local Central Ohio area farmers and assist them in operating their farms in a fully organic manner. We drop off collected food scraps to local farmers on a regular basis. The farmers then supply a source of carbon, mix it with the food scraps, and process it into compost. The farmers then reap 100% of the benefit using the resultant compost on their farms.

### Ohio EPA Certified Class II Facilities

When our farm partners have reached their desired processing limits, our remaining food scraps go to Ohio EPA Certified Class II facilities. While we predominantly work with the London Correctional Institution, part of the State of Ohio Department of Rehabilitation & Correction, to process our food scraps into compost, we are equipped to work with any Class II facility in the Central Ohio area.

For servicing the City of Bexley, the Compost Exchange is willing and able to work with any Class II certified facility within 30 miles of Downtown Columbus. We will work together with representatives from the City of Bexley to identify and agree on the preferred Columbus area facilities to process food scraps collected from Bexley residents.





# Pricing

## Base Bid Pricing

Pricing for the Compost Exchange to collect and process food scraps for The City of Bexley per the proposed solution above is as follows:

	Year 1	Year 2	Year 3
Curbside Collection Price per household per month	\$7.35/month	\$7.57/month	\$7.80/month
Drop Off Sites Price per site, 3 toters per site included	\$84.00/month	\$86.50/month	\$89.10/month

Note: we’ve priced in an annual increase of 3% to account for inflation, variability of fuel/energy costs, as well as rising wages and operational costs.



# Bid Alternate 1: Bucket Distribution

The Compost Exchange is happy to provide new and replacement buckets to participating residents at-cost with no additional markup from us.

The City of Bexley will provide TCE with a list of addresses that require new buckets by 5pm Friday each week (or on a mutually agreeable cadence). The following week, during previously scheduled collection routes, a Compost Exchange employee will leave the new bucket on the door steps of the supplied addresses along with a welcome packet that features educational materials on the program. We will only look to offset the raw materials cost (bucket, lid, label, etc) and we will offer the bucket drop-off service at no additional charge.

This will be added to the monthly invoice as a separate line item referencing the number of buckets delivered during the month.

	Year 1	Year 2	Year 3
New 5-gallon Bucket Includes bucket + airtight lid	\$7.34/bucket	\$7.34/bucket	\$7.34/bucket

We desire to offer Bexley the lowest price possible for the buckets. If we are able to find or negotiate a lower price for buckets and lids, we commit to passing the savings along to Bexley in the future.

# Bid Alternate 2: Compost Distribution

As part of our standard residential composting service, this is something that the Compost Exchange has always offered to its regular individual subscribers. Therefore, we are well equipped to provide this as an option to the City of Bexley. Today, we partner with Price Farms Organics in Delaware, OH in order to supply the compost that we distribute to our customers, however, we remain flexible should the City of Bexley have a preferred compost provider.

The Compost Exchange will be responsible for purchasing the compost from Price Farms Organics (or other mutually agreed upon provider) in bulk, portioning the compost into separate containers, and hand-delivering the compost to the doorsteps of participating residents. The deliveries will require a separate delivery service and will occur once per year on or before May 1 each year (provided Bexley provides The Compost Exchange with a list of names and addresses of households requesting compost by April 15).

The pricing is a one-time per year per household receiving compost. A separate line item will be added to the April invoice that clearly specifies the number of households serviced.

	Year 1	Year 2	Year 3
Compost Distribution Price per household	\$9.75	\$10.05	\$10.35

# Assumptions

Our pricing and proposed solutions are based on the following assumptions:

- A minimum of 1500 subscribers will be maintained at all times.
- Collection day schedules may be adjusted for national holidays, however this will be determined in advance and mutually agreed upon between the City of Bexley and TCE.
- Residents currently in the curbside program will continue to use their existing 5-gallon buckets.
- Drop-off sites will include up to three (3) 45-gallon toters per site.
- Drop-off sites will continue to use existing 45-gallon toters (or, City of Bexley will provide toters).
- If Bid Alternate 2 is accepted, a minimum of 200 households will request and receive compost.



# Future Opportunities

The Compost Exchange has high aspirations as food waste recycling continues to gain prevalence. As our business evolves, we remain committed to sharing new offerings and opportunities with the City of Bexley.

## Processing Partnership

On our future roadmap at The Compost Exchange is to consider the possibility of running our own processing facility. In fact, we've already made a down payment on equipment with this goal in mind. While over the last five years our focus has been more about bringing food scrap recycling to the general public, we do have experience and expertise in this area.

The Compost Exchange is actively searching for a site on which to place its future In-Vessel Composting System from Green Mountain Technologies. This technology is favored by the EPA and has been demonstrated to be suitable for placement in urban settings. By scaling up our own in-house composting operation, we will be able to showcase the full lifecycle of food scrap collection and composting and keep costs low.

The Compost Exchange would welcome the opportunity to collaborate with the City of Bexley in any of a variety of ways, if it desires, on placing a compost processing facility within the City of Bexley.

## Bexley School Partnership

The Compost Exchange is a mission driven company. Our goal is to educate the community about composting and bring awareness to food scrap recycling across Central Ohio. We believe educating our children about the benefits of composting from an early age cultivates a lifelong opportunity to improve the world around us.

The Compost Exchange would love to collaborate with the City of Bexley to develop and deliver educational materials and programming as well as food scrap collection across all Bexley schools.

## Technology Partnership

As we continue to evolve our technology platforms at the Compost Exchange, there may be an opportunity for the City of Bexley to rely on our consumer-facing technology platform to better automate a number of elements of the program such as resident signups, change of address, reporting missed pickups, and the like.

Similar opportunities may also be available down the road to improve customer engagement with the program. This can be done in such a way to elevate both the City of Bexley and the Compost Exchange as leaders in the area of food scrap recycling.

# References

The following Compost Exchange customers have offered to serve as references for us. Should you have any questions about our service for which you'd like to hear from real-life customers, please feel free to contact them.

## **Dave Scheiferstein | Worthington, OH**

*Member since 2018*

412-512-1292

thescheifs@gmail.com

## **Lauren Moffatt | German Village**

*Member since 2021*

561-596-5136

lauren.Kathleen.29@gmail.com

## **Lauren Guite | German Village**

*Member since 2020*

949-351-6345

Lauren.guite@gmail.com

## **Whitney Poma | Worthington, OH**

*Member since 2021*

614-286-2515

whitney.poma@gmail.com

"[The Compost Exchange] has been a great experience and my only regret is that we did not join up sooner."

—Michael Miller, Reynoldsburg, OH

"Thank you very much! The service has been fantastic, happy to recommend to anyone."

—Ramesh Emani, Hilliard, OH

"We've been both curbside and drop off members. The Compost Exchange always delivers and we love the full-cycle benefit of getting the compost to use in our garden!"

—Dave Scheiferstein, Worthington, OH

A blue-tinted photograph of a two-story house with a front porch. The house has light-colored siding and dark shutters on the windows. A small arched porch with white columns is visible. The front yard is landscaped with a stone path, various plants, and a large bush. The text "Thank you!" is overlaid in the center.

Thank you!