



# 2025 Annual Report

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The background image shows a large green industrial composting machine, a Trommel, with the name 'McCloskey' and '1-877-TROMMEL mccloskeyinternational.com' printed on its side. Two workers in high-visibility yellow-green vests are standing near the machine. One worker is pointing at a panel on the machine. The machine is situated in a wooded area, and a large pile of dark material, likely compost, is visible on the right side of the frame, partially covered by a grey tarp with yellow markings.

## The Annual Report

**2025 was a year of focus, resilience, and steady progress.**

After more than a decade of rapid growth in organics recycling, we are entering a more mature phase of the market. Economic headwinds, rising operating costs, and greater caution in both household and business spending have slowed the pace of expansion across our region. In many communities, composting awareness is strong, and growth is now shaped less by enthusiasm and more by infrastructure, policy, and broader economic conditions. We recognized that shift early and responded deliberately.

As growth moderated, we concentrated on strengthening the core of our business - refining our operations, upgrading our facilities and equipment to improve safety and efficiency, and reinforcing the financial discipline that supports long-term stability. Our goal was simple: ensure that the systems behind our service are as reliable and durable as the mission itself. Throughout it all, we remained committed to delivering the reliable, high-quality service our members and partners depend on.

Even in a more measured year, our impact continued to expand. Together with the homes, businesses, and municipalities we serve, we surpassed a significant milestone: over 100 million pounds of compostable material diverted from landfills since our founding. We have helped advance composting from a niche practice to a dependable service providing tangible benefit to communities, and we continue to raise the standard for what reliable, scalable organics diversion can look like. We expanded access through municipal partnerships and drop-off programs, and we delivered high-quality finished compost back to local gardens and farms - returning nutrients to the soil and reinforcing the circular systems that make this work meaningful.

If this year reinforced anything, it is that real progress is in building to endure. It is built through discipline, steady execution, and a willingness to adapt without losing sight of the mission. We are proud of how our team navigated this moment and deeply grateful to the members and partners who continue to place their trust in us. Together, we are building something designed not just to grow, but to last.



“Our mission from day one has been to rebuild the health of our soil by diverting waste from landfills and using it to create compost for our communities.”

David Paull, Chief Impact Officer

## Another record breaking year for our members.

The homes, businesses, and communities composting with our services have diverted over 116 million pounds of food waste!

2025

Food Waste Diverted

**20,605,960 lbs**

Compost Created

**6,799,967 lbs**

Compost Delivered

**2,574,370 lbs**

2024

**19,016,583 lbs**

**6,275,472 lbs**

**1,583,740 lbs**

# Healthy Soil = Healthy Humans

Healthy soil does more than support plants. It supports us.

When we talk about soil, we often focus on carbon storage or climate resilience. But beneath those environmental benefits lies something even more personal: human health.

Soil is a living ecosystem, rich with microbes, fungi, and organic matter that work together to cycle nutrients and sustain plant life. The quality of our soil directly influences the quality of the food we eat. Nutrient-dense crops depend on biologically active soil. When soil is depleted, so is the nutritional value of the food it produces.

Modern agricultural practices have left much of the world's soil degraded - stripped of organic matter and microbial diversity. As soil health declines, farmers rely more heavily on synthetic inputs to maintain yields. Over time, this affects not only the land, but the food system and the people it feeds.

Compost plays a vital role in restoring that balance. By returning organic matter to the soil, compost helps rebuild microbial communities, improve water retention, and increase nutrient availability. Healthier soil produces stronger crops, supports cleaner waterways, and contributes to more resilient local food systems.

Healthy soil is not just an environmental concern; it is deeply connected to human well-being. It influences the nutrients in the food on our plates, the vitality of the farms that grow it, and the long-term resilience of the communities that depend on both.

When we divert food scraps from landfills and return them to the earth, we are doing more than reducing emissions. We are restoring living systems from the ground up - rebuilding the microbial life that supports healthy crops, strengthening local food networks, and investing in communities that can thrive for generations. From the microbes beneath our feet to the meals shared around our tables, healthy soil grows healthier communities.





## Supporting resilient and regenerative communities.

As the interest in composting continues to increase, we are seeing more opportunities to partner with municipalities to create increasingly accessible closed-loop solutions.

### Curbside Composting

Last year, we shared the launch of our first municipal curbside composting pilot in partnership with the City of Avondale Estates. Funded through a 12-month USDA grant, the program expanded access to composting by offering residents a convenient, city-supported curbside option designed to lower barriers to participation.

As the pilot concluded, the results spoke clearly: **544** of the city's **1,500** households were actively participating, collectively diverting **136,415** pounds of food scraps from the landfill. The program demonstrated strong community demand and proved that when composting is accessible and affordable, participation follows.

When the initial grant funding concluded, the program moved into its next phase. In collaboration with the City, we introduced a lower-cost, resident-supported curbside model. Participation has remained strong, preserving the momentum established during the pilot. This evolution



demonstrates our ability to help municipalities sustain composting programs beyond the pilot program, adapting to funding realities while keeping access intact. We're energized by what this model unlocks, and are actively exploring how to bring it to more communities.

## Garden Partners Program

We believe that keeping resources in our communities is a key way to build stronger local ecosystems. That's why our members can request earned compost back for their homes or share their compost with Garden Partners.

Since 2011, our Garden Partners Program has been a critical way we close the loop on food waste and get nutrient-rich compost back into the hands of local farmers and community gardens at no cost to the growers.

As a premium soil amendment that supports soil health, compost is often a large expense for local growers. In 2025 the value of the compost we delivered to our members and Garden Partners was **\$257,455**. We also brought on **4** new Garden Partners, bringing our total to **110** active gardens.

## Expanding Municipal Access

As more municipalities explore organics diversion, the question is no longer whether composting is valuable - it's how to implement programs that work within local constraints. Infrastructure, funding structures, participation goals, and contamination management all vary by community.

Our experience deploying multiple drop-off models allows us to help municipalities identify and implement the approach that best fits their needs.

In 2025, we partnered with the Town of Morrisville to deploy three access-controlled drop-off stations at public parks using our CompostHere app. These sites provide residents with a convenient, free composting option and demonstrate how access control can support data visibility and contamination management in public settings.

We also worked alongside the Town of Wake Forest to roll out three access-controlled drop-off locations, supporting their efforts to expand organics diversion while maintaining program oversight and reporting capabilities.

In Chatham County, we helped implement four non-access-controlled drop-off locations - a model designed to maximize ease of access and reduce participation barriers. This variation reflects the flexibility required to serve communities with different operational priorities.

Across these partnerships, we have refined our ability to move from planning to deployment efficiently - adapting program structure, technology, and operations to local goals. Whether a municipality prioritizes open access, access control, pilot testing, or long-term scaling, we bring practical implementation experience that helps turn composting from an idea into accessible infrastructure.





## Using our company as a force for good.

Grounded in our principles to take care of people and planet, we believe our work supports a better future for all. We are committed to continuously learning, growing, and becoming more resilient.

### Growing Our Capabilities

Over the past year, we have continued expanding our capabilities beyond organics recycling - strengthening our ability to support members across multiple material streams. What began as a **Hard-to-Recycle (H2R)** add-on has evolved into a growing extension of our logistics and materials management platform.

In 2025, our members requested over 11,000 Hard-to-Recycle bags - a reflection of the growing demand from our community to divert more than just food scraps. From plastic films and textiles to batteries and styrofoam, each bag helps bridge the gap between what households want to recycle and what traditional curbside recycling programs are able to accept.

As participation grew, we refined our operations and deepened downstream partnerships to ensure every material is handled responsibly and efficiently. These efforts have reinforced our ability to coordinate complex material flows while maintaining the service reliability our members depend on.



We also reduced the price of our glass recycling service by 50% - lowering barriers to participation and making it more affordable for households to keep glass out of landfills. By improving operational efficiency and leveraging scale, we were able to pass those savings directly back to our members.

Together, these programs reflect the natural evolution of our work. Composting remains our foundation. Expanding into adjacent material streams allows us to strengthen the systems around it - increasing convenience for members while reinforcing our commitment to responsible resource management. Each step builds on the last, deepening our impact without losing sight of our core mission.

Learn more at [compostnow.org/h2r](https://compostnow.org/h2r)

## Closing the Loop

2025 was a year of growing our impact and our processing infrastructure. In 2024 we broke ground on Southern Soil Works, a larger compost facility in Meriwether County, Georgia that marked a significant step forward in our mission to scale composting infrastructure across the metro-Atlanta area and the Southeast. Southern Soil Works builds on the foundation and lessons of our Douglas County facility, and represents our continued commitment to developing the processing infrastructure our organization and this industry needs to grow.

In 2025, Southern Soil Works took major strides forward. CompostNow was awarded a \$2.5 million USDA grant to support the development of the facility, a meaningful validation of the important role this infrastructure plays in building healthier, more sustainable local food systems. We also submitted a permit application to the Georgia EPD to upgrade Southern Soil Works from a Class II, Permit-by-Rule facility to a Class III compost facility, a designation that will significantly expand what we are able to process and at what scale. This upgrade will greatly increase our processing capabilities and impact, making it possible to return even more nutrients to our local soils for years to come.

**Our route wranglers, soil slingers, and dirt dorks drove 540,011 miles in 2025, servicing 669,480 containers with a 99.918% service success rate.**



### 2025 Team Shoutouts

**Most Lbs Collected (Commercial Driver):**  
Raymond A. (Triangle) **2,112,165 lbs**  
Jamal G. (Atlanta) **1,125,315 lbs**

**Most Lbs Collected (Residential Driver):**  
Shane H. (Triangle) **353,120 lbs**  
Alan L. (Atlanta) **228,782 lbs**  
Chuck W. (Cincinnati) **133,716 lbs**  
Kyle G. (Asheville) **83,112 lbs**

**Most Containers Washed:**  
Charles Z. (Atlanta) **42,295 containers**  
Paige L. (Triangle) **40,759 containers**  
Kirby G. (Asheville) **20,221 containers**  
Chuck W. (Cincinnati) **16,642 containers**

# We could not do this work without the help of our partners.

We have incredible partners that help make this work possible. Listed here are just a few that we worked with closely in 2025.

## Facility Partners

Our facility partners help us close the loop by turning your food scraps into nutrient-rich compost.

[Brooks Contractor, NC](#)

[Danny's Dumpsters, NC](#)

[GoZero, OH](#)

[Southern Soil Works, GA](#)

## Community Partners

We work closely with a wide range of partners to keep food waste out of landfills and get compost into the hands of local growers who support ecosystem level change to our food system. While we work with many incredible partners, we want to spotlight a few from 2025.

One standout collaboration is with the [Town of Cary](#), where we have supported their drop-off composting program since 2022. In 2025, Cary received the [U.S. Composting Council's Organics Diversion Program of the Year Award](#) for this initiative, which has successfully diverted over **316 tons of compostables** since its launch. The program's strong resident participation demonstrates how accessible composting programs can drive meaningful waste reduction.

We also partnered with [TOPO Industries](#) to pursue opportunities in yard waste and forest products management, expanding the range of organic materials we can responsibly process. These collaborations highlight our growing capabilities in managing organics beyond food scraps, including yard waste and wood debris.

As we continue developing processing infrastructure, we have benefited from the expertise of [Smith Gardner Inc](#), one of the nation's leading environmental engineering firms, who supported site planning efforts for Southern Soil Works. Their guidance has been instrumental in advancing facility development that will strengthen long-term organics processing capacity.

Municipal partnerships remain central to our work. In [Decatur County](#), we supported their curbside composting program by serving as a processing partner for collected materials. Meanwhile, [BioBag](#) contributed compostable liners to the Avondale Estates' Curbside Composting Pilot Program, helping make participation easier for residents and supporting the program's successful pilot.

We're grateful to all of our partners who support us in this work and look forward to building deeper connections in 2026.



# Insights and trends across the industry.

We believe that continuous learning and engagement with industry peers are essential for growth and innovation. In 2025, our leadership team invested their time in attending conferences, speaking on panels, and visiting other organics operators to stay at the forefront of industry trends. Through these experiences, we gained key insights that shape how we adapt, evolve, and continue driving positive progress in the organics recycling industry.

## Advocacy & Collaboration

CompostNow continues to take an increasingly active role in advocating for and supporting the composting industry. As leaders of the Georgia Compost Council (GCC), we have been proud to help grow the composting industry in Georgia, and 2025 marked a breakout year for the organization.

CompostNow's Chief Impact Officer, David Paull, serves as Board Chair of the GCC, which accomplished a great deal this year. The GCC hosted the Georgia Compost Connect in April that brought together composters across the state to network, learn, and tour a compost facility. The GCC also held a Legislative Town Hall, convening local and state legislators alongside aligned

organizations to introduce them to the GCC and advocate for the composting industry and policies that can support it.

This momentum was recognized on a national stage at COMPOST2026 when the GCC was awarded the U.S. Composting Council's Rookie Chapter of the Year Award, a testament to the strong foundation and meaningful progress achieved in just two years as an organization.



## Momentum & Policy Support

Across the composting industry, conversations around policy, infrastructure, and compostable packaging continue to accelerate. As more states and municipalities pursue organics diversion goals, clear standards and strong collaboration across the industry are essential to ensuring these programs succeed.

In 2025, CompostNow contributed directly to these conversations by helping shape the national dialogue around compostable packaging. Our team co-authored a [commentary featured in BioCycle](#), one of the industry's leading publications, outlining why properly certified compostable packaging and serveware can play an important role in successful diversion programs when paired with thoughtful system design and responsible processing practices.

Our leadership in this space extends beyond publications. CompostNow also supported the BPI Summit, a gathering of industry leaders focused on advancing compostable product standards and infrastructure. As a sponsor of the event, we welcomed attendees for tours of our warehouse and composting facility, offering a firsthand look at how compostable materials are managed within real-world collection and processing systems.

By contributing to industry dialogue, supporting organizations like BPI that set the standards for compostable materials, and sharing operational insights from our own programs, we aim to help build the clarity and collaboration needed to scale composting responsibly across the country.



Watch our feature in Hidden Heroes Plastics 2:  
[Inside the Compostable Revolution](#)



## Industry Leadership

CompostNow celebrated a major milestone in industry leadership: **David Paull**, our Chief Impact Officer and President of the Georgia Composting Council, received the **H. Clark Gregory Award** from the U.S. Composting Council. This prestigious recognition honors individuals who have demonstrated outstanding dedication to grassroots composting efforts, public outreach, and community engagement - the very pillars of advancing organics diversion nationwide.

David has spent years bringing people together across Georgia and beyond, from municipal leaders to community organizations, to grow composting participation through education, workshops, and partnerships. His leadership in the Georgia Composting Council has helped foster statewide collaboration and strengthen awareness of composting as a practical climate and waste solution.

Before becoming one of our co-founders, David founded and led his own composting business, grounding his approach in on-the-ground experience and a deep understanding of how community-level efforts build momentum. At CompostNow, he now leads partnerships growth and business development, shaping how we work with municipalities, civic groups, and mission-aligned organizations.

This recognition reflects not just individual achievement, but the growing impact of community-centered composting leadership. It underscores our commitment to elevating public education, forging meaningful partnerships, and advancing the practice of composting as an accessible solution for healthier soil, stronger communities, and a more regenerative future.

# As we look ahead to 2026.

The organics industry is entering a new phase of maturity.

Awareness of composting has grown steadily across the communities we serve. While participation continues to expand, the next chapter will be shaped less by education alone and more by the infrastructure and coordination required to support long-term scale. As landfill costs rise and expectations around climate and waste management increase, organics diversion is moving from a voluntary initiative toward essential infrastructure.

This transition is driving a new level of professionalism across the industry. Building the systems required to manage organic materials at scale will demand thoughtful investment, disciplined execution, and organizations capable of operating reliable, long-term infrastructure. Access to capital, whether through public investment, private financing, or strategic partnerships, will play a critical role in shaping what comes next. Facilities must be built, logistics networks strengthened, and systems developed to collect and process organic materials so they can be returned to productive use.

At CompostNow, we're preparing for that future. In the years to come, we will continue strengthening the foundations that make composting scalable and dependable, deepening partnerships across the public and private sectors, and expanding our capabilities while staying grounded in our mission.

The opportunity before us is significant, and we approach it with ambition, discipline, and deep gratitude for the members, partners, and communities committed to this work alongside us.

Together, we are not just diverting waste. We are building the material systems our communities will depend on for decades to come.

To starving landfills together,  
The CompostNow Executive Team



**Justin Senkbeil**  
Chief Executive Officer



**Dominique Bischof**  
Chief Technology Officer



**David Paull**  
Chief Impact Officer



**Kat Nigro**  
Chief Operating Officer

A close-up photograph of a large pile of food waste, including orange peels, banana peels, onion skins, and various vegetable scraps. The text "In microbes we trust." is overlaid in the center in a bold, white, sans-serif font.

**In microbes we trust.**