Compost Market Challenges in the Northeast

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Compost Market Challenges in the Northeast

• Who is Naturcycle, LLC?
• Current Compost Markets in the NE
• Compost Market Challenges
  • Contamination a nationwide challenge
  • Under developed middle markets
  • Slowly developing Green Infrastructure Markets
  • Varying Regulations
• Where are we headed in the NE?
Who is Naturcycle?

- is working with people like you in “Restoring Earth.”
- Broker compost for a number of municipal and private compost producers around New York State.
- Provide expertise in compost use and sourcing.
- Manufactures a variety of quality engineered soils like Green Roof Media, Bio-Retention Mixes and many other blends from multiple NYS Sites.
- Offers value engineering on a variety of soil or compost designs
- Mr. Duprey, Vice Chair or Market Development Committee, consultant, salesman of compost for a decade.

www.naturcycle.com
Current Compost Markets in the Northeast
The latest 2018 official definition is:
Compost – is the **product manufactured** through the controlled **aerobic**, biological decomposition of biodegradable materials. The product has **undergone mesophilic and thermophilic temperatures**, which significantly reduces the viability of pathogens and weed seeds, and stabilizes the carbon such that it is beneficial to plant growth. Compost is typically used as a **soil amendment**, but may also contribute plant nutrients.

Approved by **American Association of Plant and Food Control Officials**
All these products are Compost!
Current Compost Uses

- Amending soils in place
  Things like Athletic Fields, DOT work, other projects
- Enhancing soils for resale
- Bulk Compost Sales for landscape or homeowner uses
- Commercial Erosion Control techniques
- Specialty uses like Green Roof Media, potting mixes, bagged products for retail sale (some blends some straight compost)
Compost Market Challenges in the Northeastern United States
Contamination

- As organics recycling expands in the Northeast (Like it has on the West Coast) the contamination level in many composts go up. Plastics, Glass, Film Plastic lower the compost value.
- Limit the uses.
- NE doesn’t have the expansive Agricultural Outlets.
- Huge Issue in California, changing regulations, materials piling up.
- Other Contamination here in the NE, heavy metals occasionally, similar inerts.
- Our current NE issues are small compared to this.
Under developed middle markets

- Widely varying compost pricing structures
- Often sold at discounts or in bidding situations
- Middle priced markets aren’t readily available. Low prices and high prices are supported but midranges where facilities could grow are harder to come by
- Varies by state, season and even regions
Slowly Developing Green Infrastructure Markets

- Many states have adopted strong Compost use requirements like CA or Texas
- The NE is slow to adopt these broad Green Infrastructure / Low Impact Development Practices like Compost Blankets or Filter Socks
- PA leading the way
- Regulations to require amending soils to restore OM, Soil Biology and other benefits like in Colorado don’t exist in NE
- Strive for 5% Organic Matter (Often specified 2-3% or Less)
Varying Regulations

- Many states regulate some types of composting and not others, some based on size of facility or materials excepted
- Requiring time and temperature monitoring or reporting is not frequent
- Farm and Agricultural composting is often given broad exemption or lax regulations
- Tip fee based model on the front end can drive bad actors. Where there is a total lack of end product market development or quality concern.