



Alachua County, Florida  
**Solid Waste & Resource Recovery**

Gus Olmos, Director  
County Administration Building, Gainesville, FL 32601

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**PROPOSAL DOCUMENT REPORT**

RFA No. RFA 22-333-MM

[Waste Reduction Grant](#)

RESPONSE DEADLINE: June 22, 2022 at 2:00 pm

Report Generated: Wednesday, July 6, 2022

**Beaten Path Compost Proposal**

**CONTACT INFORMATION**

**Company:**

Beaten Path Compost

**Email:**

[beatenpathcompost@gmail.com](mailto:beatenpathcompost@gmail.com)

**Contact:**

Stephan Barron

**Address:**

302 NW 21ST AVE  
GAINESVILLE, FL 32609

**Phone:**

N/A

**Website:**

[beatenpathcompost.com](http://beatenpathcompost.com)

**Submission Date:**

Jun 22, 2022 8:37 AM

## ADDENDA CONFIRMATION

Addendum #1

*Confirmed Jun 13, 2022 5:51 PM by Stephan Barron*

## QUESTIONNAIRE

1. Acknowledge that you have reviewed all Addendum(s) issued with this solicitation.\*

*Pass*

Confirmed

***Please Note:*** Responses to this question may be publicly displayed after the due date has passed.

2. Alachua County Government Minimum Wage\*

*Pass*

Select which option that apply

Employees involved with Alachua County projects are paid a minimum of \$17.00 hourly or the current prevailing wage but are not provided health benefits

***Please Note:*** Responses to this question may be publicly displayed after the due date has passed.

3. Drug Free Workplace\*

*Pass*

In accordance with §287.087, Florida Statute

Do you certify that you meet the following:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 1893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Yes

**Please Note:** Responses to this question may be publicly displayed after the due date has passed.

#### 4. Conflict of Interest\*

Pass

The bidder certifies that to the best of his knowledge or belief, no elected/appointed official or employee of the County is financially interested, directly or indirectly, in the purchase of the goods or services specified on this order. ( Select yes, if there is no conflict of interest)

Confirmed

***Please Note:** Responses to this question may be publicly displayed after the due date has passed.*

**5. You have reviewed and completed all the required submittal requirements..\***

Pass

Confirmed

***Please Note:** Responses to this question may be publicly displayed after the due date has passed.*

**6. Waste Reduction Grant Application**

On April 12, 2022 the Alachua County Board of County Commissioners approved the creation of a Waste Reduction Grant program to be administered by the Solid Waste and Resource Recovery Department. The purpose of this grant is to create, or enhance, Waste Reduction activities by the non-governmental, non-profit and for-profit sector for the benefit of Alachua County. Grant proposals will be evaluated based on criteria including, but not limited to, the amount of solid waste diverted from the landfill, the ability of the Waste Reduction activities to continue when the grant is exhausted, and the activity's alignment with the County's Waste Reduction goals as approved in the County's Zero Waste Plan. The maximum award for a Waste Reduction Grant is \$40,000.00.

Recipients of a Waste Reduction Grant from Alachua County will be required to provide quarterly reports to Alachua County detailing the progress of the activities supported by the grant, the tons of waste diverted and a summary of the activities undertaken in support of the Waste Reduction activity proposed in this application.

**APPLICANT INFORMATION\***

Pass

Name of Entity: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone Number: \_\_\_\_\_

Primary Contact Name/Title: \_\_\_\_\_

Entity Federal Employer Identification Number (FEIN): \_\_\_\_\_

Beaten Path Compost  
302 NW 21st Ave, Gainesville FL  
772-924-6946  
Stephan Barron/Owner  
253-73-2273

IS THE ENTITY APPLYING A NON-GOVERNMENTAL NON-PROFIT OR FOR-PROFIT ENTITY REGISTERED IN, AND IN GOOD STANDING WITH, THE STATE OF FLORIDA? \*

*Pass*

Eligibility

Yes

DOES THE ENTITY APPLYING HAVE A BUSINESS ADDRESS LOCATED IN ALACHUA COUNTY, FL?\*

*Pass*

Eligibility

Yes

IS THE ENTITY APPLYING INVOLVED IN ONE OF THE BELOW ACTIVITIES? \*

*Pass*

Proposals that include the use of tires, plastics or plastic derived materials as a fuel source or as feedstock for a waste to energy facility are not eligible to receive funding.

Reuse / Repair

Food Waste Composting

Research

Education and Outreach

Other Waste Reduction activities as recommended in the County's Zero Waste Plan

PROVIDE A DETAILED DESCRIPTION OF THE WASTE REDUCTION ACTIVITIES FOR WHICH GRANT FUNDS ARE BEING REQUESTED.\*

*Pass*

#### Waste Reduction Activities Description

Beaten Path Compost is an already existing food waste collection and processing for profit business. We are already collecting food waste from over 350 residential clients and 12 commercial clients. The food waste collected is then taken to Growhub and processed in ways that support the hyper localized ecosystems, and the finished product, ie compost, is then either donated to local growers such as The Giving Garden, Growhub, Food not Bombs and more, or is sold to residents who are growing their own gardens and food. A portion of the compost is also used on site to support the health of the landscape.

We would use the funds granted to us to increase our ability to pick up and process food waste more efficiently, thus giving us more time to also focus the profits we are already earning on marketing and streamlining our process. More than anything the market and culture must be developed to create the composting movement, especially for residents. With the attainment of a new flatbed truck, we would be able to do more of our routes with one vehicle, saving us many trips, and thus saving us time and fuel. The new time obtained from this, and the funds saved from lower fuel expenses would then be aimed at marketing to a specific area just north of Millhopper road. We have already received more than 20 applications from residents interested in our services in this area, so the interest is there, we just need the support to really open up our time and funds to invest in the marketing and servicing of this area.

We are already doing this, and doing it well, but with your help we could boost our efforts and get even more achieved. We want to see the majority of Alachua county composting within the next few years, and we believe our service could be used as the spearhead that creates the momentum to really shift the norm towards doing so.

HOW MANY TONS OF SOLID WASTE ARE ESTIMATED TO BE DIVERTED FROM THE LANDFILL BY THESE WASTE REDUCTION ACTIVITIES ON AN ANNUAL BASIS? IF MORE THAN ONE TYPE OF WASTE (E.G. FOOD WASTE, C&D MATERIALS, RECYCLABLES, ETC.) WILL BE DIVERTED, PLEASE PROVIDE TONNAGES FOR EACH TYPE.\*

*Pass*

#### Waste Reduction Activities Description

We are currently diverting 3.2 tons of food waste per week. So right away the truck that we would purchase would be used to divert this. With the additional time and funds saved and received we could start increasing this number confidently right away as we start focusing on marketing in the unincorporated Alachua County. We are confident we could increase the amount of food waste we haul weekly by 2 tons within the year, and this is a low estimate based on our current trend of increase. If we received additional funds to help us with marketing and creating a “pilot program” in the unincorporated Alachua county, I believe we could divert much more than 2 tons per week and see that increase very quickly.

PROVIDE AN ESTIMATED TIMELINE FOR THE IMPLEMENTATION OF THESE WASTE REDUCTION ACTIVITIES.\*

*Pass*

#### Waste Reduction Activities Description

We would purchase the truck within the first month or two of being awarded this grant and put it into use right away. As soon as we have obtained the truck, our time would immediately be freed up so that we could begin marketing toward the northern millhopper area. We already have roughly 20 potential clients in this area who are willing to sign up as soon as we offer, and we believe we could get at least 50 within the first 3 months. If we have excess funds left over from the truck we would put them directly toward marketing in this area.

PROVIDE A BUSINESS PLAN WHICH INCLUDES INFORMATION ABOUT HOW THESE WASTE REDUCTION ACTIVITIES CAN SUSTAIN THEMSELVES BEYOND THE LIFE OF THE GRANT.\*

*Pass*

#### Upload PDF Formatted Business Plan

Beaten\_Path\_Compost\_Condensed\_Business\_Plan.pdf

IF THE WASTE REDUCTION ACTIVITIES FOR WHICH GRANT FUNDS ARE BEING REQUESTED WILL REQUIRE FUNDING OUTSIDE OF THE WASTE REDUCTION GRANT IN ORDER TO BECOME VIABLE, PLEASE DETAIL HOW THE ADDITIONAL FUNDING WILL BE ACQUIRED AND WHETHER OR NOT THE ADDITIONAL FUNDING HAS ALREADY BEEN SECURED.

*Pass*

#### Additional Funding Detail

The items we are requesting will fit within the scope of the grant and be utilized as such. Our food waste collection business is already covering all costs of overhead including paying employees at the living wage requirement. Anything that we implement would immediately fit into our already stabilized system and simply increase our effectiveness, broadening our reach and facilitating a more rapid shift in the cultural change we need to not only increase food waste composting but in a way that is actually sustainable and beneficial to our local community and economy.

PROVIDE A DETAILED RESPONSE TO HOW THESE SOLID WASTE REDUCTION ACTIVITIES ALIGNS WITH THE ALACHUA COUNTY ZERO WASTE PLAN.\*

*Pass*

#### Waste Reduction Activities Description

Our operation and solid waste activities align directly with the Alachua County Zero Waste Plan in many ways. In “phase I”, “section 2” found on page 7, “Develop a Plan to Phase Organics from Garbage Collection” is already in progress, and we are already active participants in the development and trial of this plan. Further down in this section another strategy that needs implementation is “Establish the Processing Infrastructure Necessary for Diverting Organic Materials from the Waste Stream”. The plan says that this is not in progress but we strongly disagree. We are already building multiple commercial composting systems of various methodologies that can be implemented and used in different scenarios. We are currently using a basic windrow system that is managed in a way to create minimal impact on the surrounding ecosystem, and we also now have a commercial soldier fly prototype system in full function that is already proving to be a viable animal product solution. Along with that we are soon installing an ASP (aerated static pile) composting system that we will learn to use efficiently in our local climate so other composters can have more efficient windrow systems as well.



Our goal is to hone in on these various methods, becoming subject matter experts, and then use them as templates to help other local composters set up similar systems so that we can mobilize this effort even quicker while keeping all monetary resources localized.

Next in “Phase II”, section 2, “Develop Infrastructure for the Collection of Organic Materials” is in progress, and this is directly with us as Gainesville’s current primary food waste hauler. The Truck we are wanting to add to our fleet will further add to the development of this collection infrastructure, and allow us to operate in the unincorporated Alachua County. Within this same section “Build Upon Recycling Outreach and Education Programming to Include Organic Material Diversion” is listed as not in progress, but we once again disagree because we are already hosting many workshops, tours, classes, and are also working with other organizations to help provide the materials for education to children. We even hosted multiple field trips out to our composting facility for all students at Resilience Charter school this year and plan to continue moving forward with more and more outreach.

In the last phase, “Phase III”, section 2, “Market Final Compost Product Throughout Community and Provide Education on Importance of Soil Restoration” is listed as not in progress but once again we disagree because we are already donating our final product to many local growers and organizations, as well as establishing price rates in which people are willing to pay. All the while within all of our workshops, field trips and interactions we speak passionately and with formal education for the importance of soil restoration.

On table 7, beginning on page 19, there begins a systematic breakdown of these phases which includes “Advantages” and “Challenges”. In these categories you will find that we as a business provide many advantages that go deeper than what is simply listed and align in more fundamental and complex ways with “zero waste”. We are also currently taking on and solving many of these specific challenges, creating the systems and platforms for a future with less waste, and templates that others can then use as well.

With support we can achieve much more.

WHAT IS THE TOTAL AMOUNT REQUESTED BY THE ENTITY THROUGH THIS GRANT APPLICATION? PLEASE INCLUDE A DETAILED BREAKDOWN OF HOW THE FUNDS POTENTIALLY PROVIDED THROUGH THIS GRANT WOULD BE USED.\*

*Pass*

Example:

Total Request = \$40,000.00

1. Salaries = \$12,500.00 – Position title(s)

2. Equipment = \$15,000.00 – Equipment information

3. Supplies = \$10,000.00 – Supplies information

4. Promotional materials = \$2,500.00 – Promotional materials information

1. Salaries = \$0

2. Equipment = \$25,000.00-\$40,000.00 – A used COE (cab over engine) flatbed truck with an 18ft chassis and lift gate. Mistubishi FUSO, GMC w3500, and isuzu NPR are the main types that are offered within this price range, and we would be diligent in our selection. Optimally we would buy one from Alachua County, thus the grant funds staying within this economy.

3. Supplies = \$0.00-\$10,000.00 – whatever we do not spend on the truck itself will go toward upgrading the truck so that it fits our specialized needs. This will most likely include installing a new lift gate, new tires, and doing a full mechanical inspection with preliminary maintenance.

IS THE APPLYING ENTITY WILLING TO ACCEPT PARTIAL FUNDING OF THEIR GRANT REQUEST IF THE SOLID WASTE AND RESOURCE RECOVERY DEPARTMENT, WHICH ADMINISTERS THIS GRANT, OPTS TO ONLY PARTIALLY FUND THE GRANT REQUEST.\*

*Pass*

Yes

UPLOAD SUPPLEMENTAL INFORMATION (IF APPLICABLE)

Upload any supplemental information.

No response submitted

Beaten Path Compost is a biodynamic, ecologically based food waste hauling and composting business. We operate under the foundational principles of ecology, which is the study and understanding of our earth and the complex systems that sustain it, through which the foundation for sustainable economics can be achieved.

Through this foundation we work diligently to collect and compost food waste using the most sustainable and ethical methods we know, derived from continual education. Currently the majority of our business is aimed at hauling residential food waste, and thus being the spearhead that works through the obstacles and complications of making this aspect of city wide composting possible. With no outside investment, and coming from a truly grassroots effort we have already established systems that are not only completely covering our overhead, but are showing profits. From here we will only continue to see improvements as we take great stock in our versatility and continual flexibility that allows us to make changes within our systems and goals when and where it is necessary.

As we grow we hope to gradually increase our use of the food waste so that our business is more evenly distributed between hauling, processing, diverse product creation (ie using the compost on site to create value added products, as well as grow food), and education so that we can teach others what we have spent many years learning the “hard way”.

Currently all workers are paid starting above a minimum wage, and as we continue to grow, increasing all worker pay will take priority. Due to this we have and will continue to have a talented, devoted, and passion driven team who are shown they are respected by getting the pay they deserve. This will lead to less turn over, less retraining, and more collaborative creation, growth, and efficiency.

Right now we hold a lease with Grow Hub, who leases their land from the Alachua County School Board. We currently have access to 2 acres of space, but have been granted permission to expand to 10 extra acres within the Growhub lease. We also have multiple farms and other strategically ideal locations that are ready and wanting to take food waste for on site use if we need.

Right now we have roughly 360 clients who pay a monthly subscription fee for us to come and collect food waste from their location on a weekly basis. We offer our services to both residential, and commercial clients at respective rates of \$15-\$30/month for residents and \$45-\$80/month for commercial. We also currently have a contract with the City of Gainesville and are facilitating a pilot program where we collect from 200 residents they have obtained. Our annual gross profits from this hauling service are currently right around 70k (this number fluctuates monthly but has been on a steady increase). After all expenses are accounted for including wages, loans, materials, fuel, repairs, and even monthly savings for expansion/investment, a net profit of \$5,500 is achieved. This profit is seen without any sales made on the compost or value added items that are created from the food waste itself, showing that the hauling side of this business is already fully operational, creating high wage jobs, and is self-sustaining. As we become more efficient with our hauling and processing, and as we begin creating value added items that will help our local community, we will only see increases in our profits.

All this time we have grown slowly, making sure to not put the cart before the horse, and thus making sure we can cover whatever costs come with our next move. We are confident that as we add new vehicles to our fleet, increasing our efficiency and reach, we will be able to

maintain the maintenance/gas/insurance through normal operational funds after the purchase of the vehicle.

What is key though, is that this money is earned ethically, and the work that earns this money is giving back to the earth instead of taking from it. This is a novel concept that we must strive for if we are to sustain our current life on this planet. Our work creates many other non monetary benefits which are healing not only the land we work on, but the animals and people we work with as well. Such benefits are helping to solve the greatest issues of our time such as climate crisis, biodiversity loss, and fragile food systems that are failing more and more by the day.