



Think organic.  
Heal the planet.™

## SB1383 - Procurement and Opportunities

Speaker: Bill Camarillo, CEO, Agromin

# What comes around goes around



## REDISTRIBUTION & RESTORATION

Commercial, Municipal & Consumer Products



## ORGANIC WASTE COLLECTION

- Residential
- Commercial
- Municipal



## TECHNOLOGY & MANUFACTURING

- Assess • Compost
- Amend • Deliver



## WASTE HAULERS & MUNICIPALITIES

TRUE  
CIRCULAR  
ECONOMY

# What is SB 1383 and Article 12?



- SB 1383 was signed into law in 2016 to reduce state methane gas emissions to combat climate change by cutting down on the amount of organic waste deposited into landfills.
- Article 12 of SB 1383 went into effect January 1, 2022. It requires California cities, counties and other jurisdictions to procure and track recovered organic waste products.
- Cities can meet this requirement while helping to enhance local landscapes, save water and reduce greenhouse gas emissions.
- One way is by composting organic waste and returning it to the soil in the form of compost and mulch. This keeps the material out of landfills where it would emit harmful methane gas.

# Analyzing Your Jurisdiction's Ability To Meet SB 1383 Procurement Requirements

Every jurisdiction has its own variables to consider when designing its SB 1383 procurement solutions.

When determining the best procurement procedures for your jurisdiction, consider:

- Current recycling and reclamation protocols
- Population and geographical footprint
- The number of incorporated parks, greenbelts, playing fields, medians, school grounds and other "green" locations
- Current compost and mulch applications
- Infrastructure readiness



# SB 1383 Record-Keeping Requirements

Record keeping is a big part of the SB 1383 regulations

- Jurisdictions must maintain proper procurement records that show how they are complying with the law. These reports then go to local and state agencies for review.
- These regulations do not authorize waivers or exemptions for the recovered organic waste product procurement requirements unless the jurisdiction is rural.

The image displays two sample documents from California Compost, overlaid on a background image of a yellow excavator working with soil. Both documents feature a circular logo with the text 'YOUR CITY HERE' and the California Compost logo at the bottom.

The top document is a 'Product Analysis' report from 'SOIL CONTROL LAB'. It includes a table with various chemical and physical parameters such as pH, moisture, and nutrient levels (Nitrogen, Phosphorus, Potassium, etc.), along with their units and test methods.

The bottom document is a 'Summary of Delivery' invoice from 'AGROMIN'. It provides details about the product being delivered, including the invoice number (5817887-00), the customer's name (SUNSHINE B-B-BEST), and a table summarizing the delivery quantities and costs.

Parameter	Value	Unit	Test Method
Moisture	1.1	%	Loss on Ignition
pH	6.5		1:1 Extract
Nitrogen (N)	0.15	%	Kjeldahl
Phosphorus (P)	0.02	%	Molybdenum Blue
Potassium (K)	0.3	%	Flame Photometry
Calcium (Ca)	0.02	%	EDTA Titration
Magnesium (Mg)	0.02	%	EDTA Titration
Sulfur (S)	0.02	%	Barium Chloride
Iron (Fe)	0.02	%	Inductively Coupled Plasma
Zinc (Zn)	0.02	%	Inductively Coupled Plasma
Copper (Cu)	0.02	%	Inductively Coupled Plasma
Manganese (Mn)	0.02	%	Inductively Coupled Plasma
Sodium (Na)	0.02	%	Flame Photometry
Chloride (Cl)	0.02	%	Mercuric Nitrate
Water Soluble Phosphorus (WSP)	0.01	%	Ascorbic Acid Reduction
Water Soluble Potassium (WSP-K)	0.01	%	Flame Photometry
Water Soluble Calcium (WSP-Ca)	0.01	%	EDTA Titration
Water Soluble Magnesium (WSP-Mg)	0.01	%	EDTA Titration
Water Soluble Sulfur (WSP-S)	0.01	%	Barium Chloride
Water Soluble Iron (WSP-Fe)	0.01	%	Inductively Coupled Plasma
Water Soluble Zinc (WSP-Zn)	0.01	%	Inductively Coupled Plasma
Water Soluble Copper (WSP-Cu)	0.01	%	Inductively Coupled Plasma
Water Soluble Manganese (WSP-Mn)	0.01	%	Inductively Coupled Plasma
Water Soluble Sodium (WSP-Na)	0.01	%	Flame Photometry
Water Soluble Chloride (WSP-Cl)	0.01	%	Mercuric Nitrate

Item Name	Unit	Order	Shipped	Price	Amount
COMPOST - 200 LB BAG	Bag	1000	1000	\$5.00	\$5,000.00
COMPOST - 40 LB BAG	Bag	1000	1000	\$1.50	\$1,500.00
<b>TOTAL</b>		<b>2000</b>	<b>2000</b>	<b>\$6.50</b>	<b>\$13,000.00</b>

Source: CalRecycle

# SB 1383: How Jurisdictions Can Meet Procurement Targets

Jurisdictions can meet their green product procurement target through their own direct procurement or a direct service provider working on the jurisdiction's behalf.

- Direct procurement - involves a jurisdiction's procurement of products for their own use or to give away.
- Procurement through a direct service provider - requires that the jurisdiction have a written contract or agreement with the direct service provider to procure recovered organic waste product(s) on behalf of that jurisdiction.

Source: CalRecycle



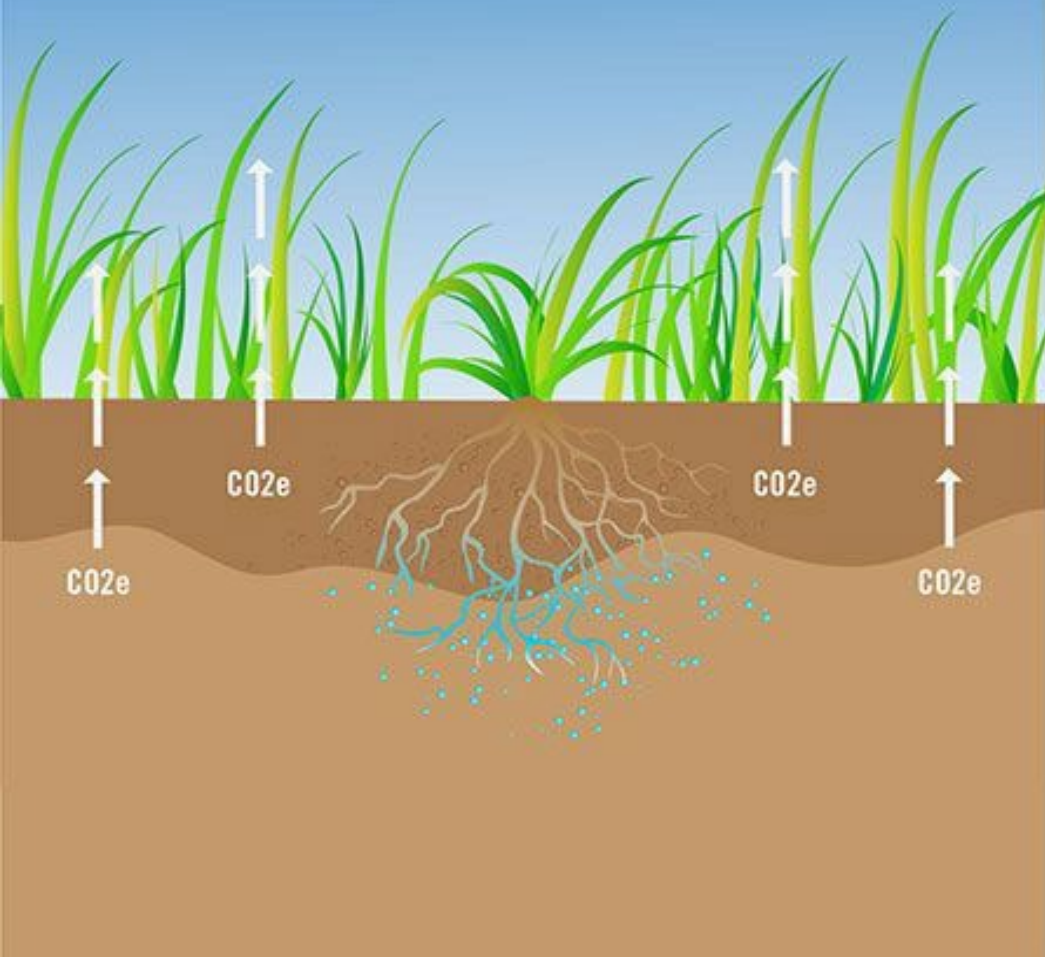
# The Solution is Beneath Our Feet

According to scientists and climate experts, the most practical and scalable natural solution for removing carbon from the atmosphere is the soil beneath our feet...

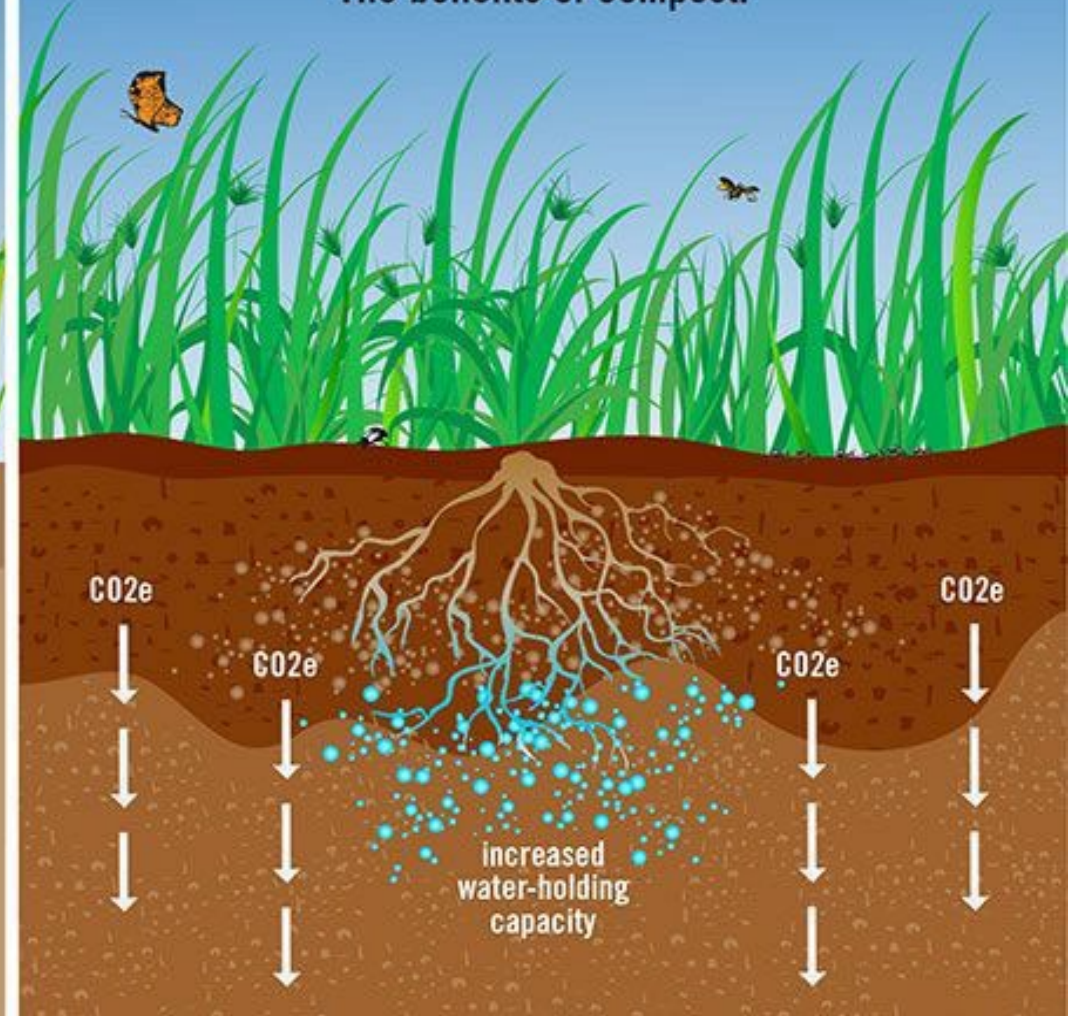


# The Restorative Power of Compost

Rangelands are losing carbon.



The benefits of compost!



Compost is an organic, carbon-based material.  
Compost is the catalyst to healthy soil.



# An Integrated Approach

Combating and Reversing Climate Change requires an integrated approach:

---

- **Diverting organic waste** from landfills to reduce greenhouse gas emissions.
- **Recycling organic waste** to produce nutrient-rich compost.
- Applying **compost** to degraded public and private spaces to create healthy soils and sequester carbon in the soil.
- Incorporate **Climate-Smart and Regenerative Practices** to reduce emissions, increase soil organic matter and redefine a jurisdiction's climate solutions.



# Welcome To Your SB1383 Procurement Solution



**SOURCING ■ FULFILLMENT ■ RESULTS**

# Why Compost is Valuable to Jurisdictions

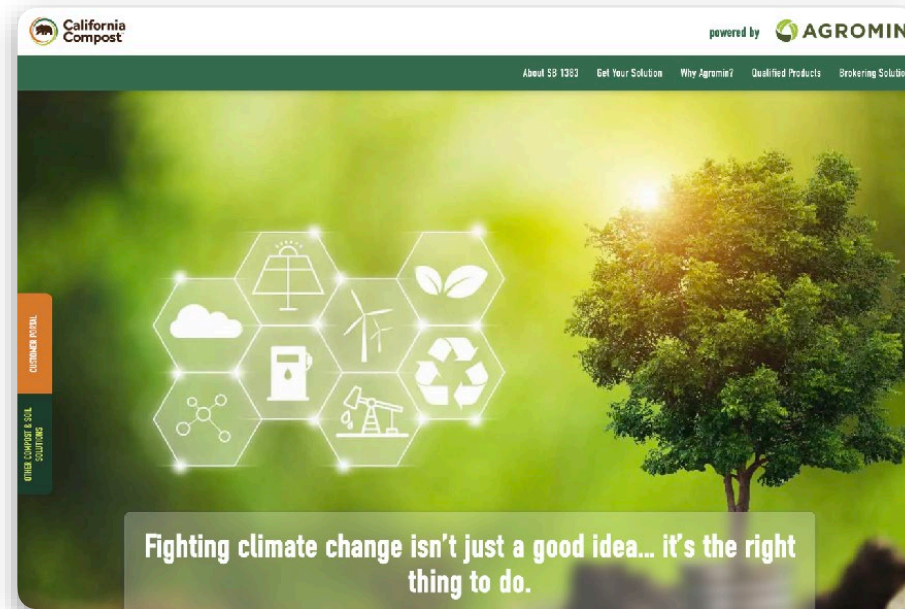


- Savings
  - water efficiency
  - fertilizer
  - time/resources
- Payback
  - carbon credits
  - constituents' goodwill
- Environmental
  - reduced pesticide use
  - increased carbon sequestration
  - reduced green house gas emissions
  - healthy, rich, fertile soil
- Visual
  - beautiful gardens
  - flourishing playing fields
  - low maintenance medians



# A Platform of Solutions

Website Resources



## Jurisdictional Analysis

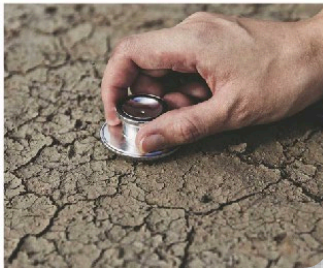
### Assessment

1

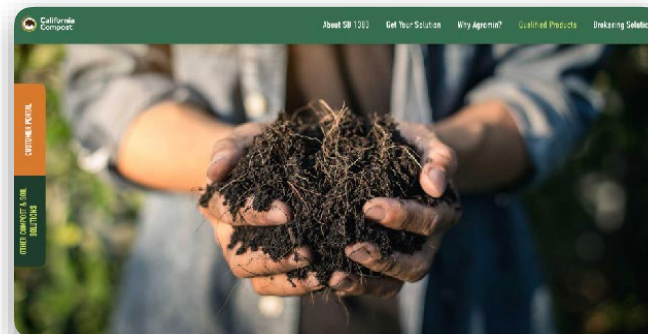
Every jurisdiction has its own variables to consider when designing SB 1383 solutions. California Compost helps you assess your specific needs and tailors a custom compost and mulch procurement plan for compliance.

Principle factors we will assess for your jurisdiction:

- Present recycling and reclamation protocols
- Population factors and geographical footprint
- Breakdown of incorporated parks, greenbelts, playing fields, medians, school grounds, etc
- Compost and mulch application review for maximum water savings
- Infrastructure readiness



## Qualified Products



## Brokering Services



Get Started...

✕

### Procurement Calculator

Choose from your City or unincorporated area in the dropdown menu.

Jurisdiction  
Select... ▾

Year  
2022

**Calculate**

### Sample Procurement Model

#### City of Oakland - Initial Assessment Profile - 2022

**Compost - 20208 tons**

Application at least 10 tons per acre at a half inch deep.

**Acres Treated: 2021**

**Mulch - 34841 tons**

Application at 100 tons per acre at two inches deep.

**Acres Treated: 348**

**Bio Energy - 22646728 kWh**

680 kWh per household per year.

**Trucks Powered: 33304**

**RNG - 731664 DGE**

13,000 DGE per truck per year.

**Trucks Powered: 56**

# A Platform of Solutions

## Performance & Results

### Quarterly Reports

**California Compost**  
powered by AGROMIN

**SB 1383 Procurement Quarterly Reporting**

**2<sup>ND</sup> QUARTER 2022**

**YOUR CITY HERE**

### Calendar Year 2022 Quarterly Totals

Quarter	Product Procured	Total Tons Compost or Composted Mulch
1	ES-2 Mulch	192
2	Compost 100	283
3	Decorative Mulch	117
4	TBD	TBD
<b>Running 2022 Procurement Total</b>		<b>592</b>
<b>Total Procurement Required</b>		<b>3819</b>
<b>Remaining Procurement Needed</b>		<b>3227</b>

Legend: ■ Procured ■ Remaining

California Compost

SB 1383, Article 12 - Procurement of Recovered Organic Waste Products

- Progress Report
- Delivery Summaries
- Product Analysis

**YOUR CITY HERE**

### Product Analysis

California Compost

SB 1383, Article 12 - Procurement of Recovered Organic Waste Products

**YOUR CITY HERE**

### Summary of Delivery

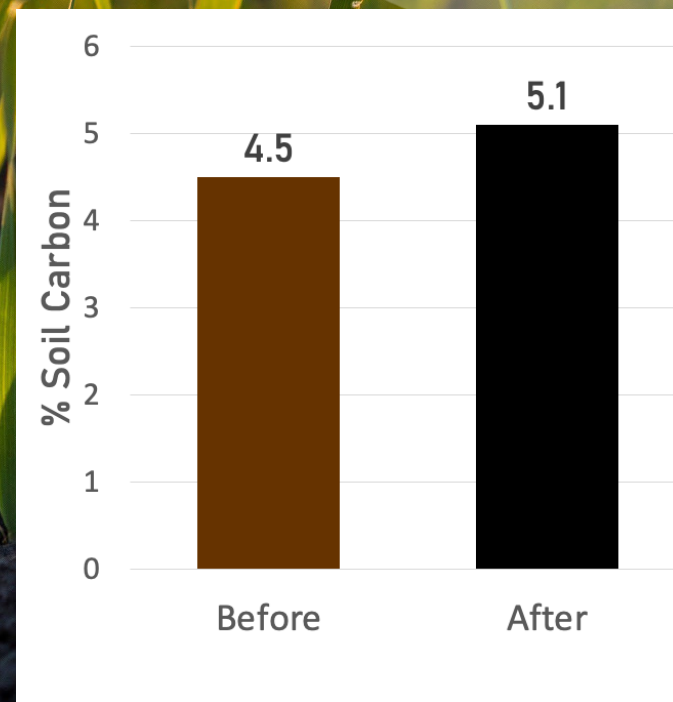
California Compost

SB 1383, Article 12 - Procurement of Recovered Organic Waste Products



CITY OF  
**VENTURA**

# Montalvo Park Project



**Sequestering Carbon - Improving Turf Quality - Reducing Water**



# Sacramento Carbon Farming Project



*healthy* soil has amazing water-retention capacity.



Every

**1%**  
**25,000**

increase in organic matter results in as much as gal of available soil water per acre.

Source: Kansas State Extension Agronomy e-Updates, Number 357, July 6, 2012



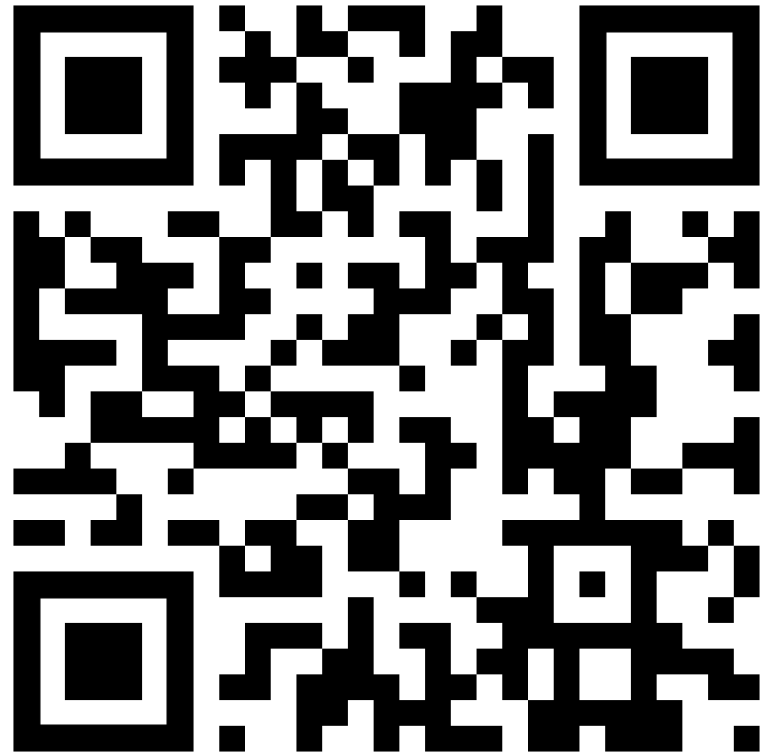
Want more soil secrets?  
Check out [www.nrcs.usda.gov](http://www.nrcs.usda.gov)

USDA is an equal opportunity provider and employer.



# Solutions and Opportunities

- Drive county-wide coordination through collaboration
  - RCD, local Farm Bureaus, Jurisdictions, NRCS
- Sourcing appropriate grants for SB 1383 Procurement compliance
- Retail Coupon Codes for compost redemption for residents
- [CaliforniaCompost.Net](#) platform for Jurisdictions to have a single source of contact to solve their SB 1383 purchase and reporting requirements
- Building physical infrastructure to support the new sustainability requirements



Questions?



**AGROMIN<sup>®</sup>**

Think organic. Heal the planet.™

**Bill Camarillo, CEO**  
**(805) 485-9200**  
**[bill@agromin.com](mailto:bill@agromin.com)**

