



Alachua County, Florida
Solid Waste & Resource Recovery
Gus Olmos, Director
County Administration Building, Gainesville, FL 32601

[O-TOWN COMPOST INC.] RESPONSE DOCUMENT REPORT

RFA No. RFA 25-333-MM

[Zero Waste Grant 2025](#)

RESPONSE DEADLINE: May 14, 2025 at 2:00 pm

Report Generated: Wednesday, June 25, 2025

O-Town Compost Inc. Response

CONTACT INFORMATION

Company:

O-Town Compost Inc.

Email:

cpioli@o-towncompost.com

Contact:

Charlie Pioli

Address:

1918 W. Princeton St.
Orlando, FL 32804

Phone:

(407) 214-5193

Website:

<https://o-towncompost.com/>

Submission Date:

May 1, 2025 3:14 PM (Eastern Time)

ADDENDA CONFIRMATION

Addendum #1

Confirmed Apr 29, 2025 2:36 PM by Richard Devereaux

QUESTIONNAIRE

1. Corporate Resolution Granting Signature*

Pass

The response must be submitted by an officer of the business who is legally authorized to enter into a contractual relationship in the name of the bidder. An authorized representative who is not an officer may sign the proposal, but must attach or upon request provide a corporate resolution granting authorization to the representative to execute on behalf of the business. Are you authorized to submit this RFA?

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 \$ 20.00 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. Acknowledgement of Requirements*

Pass

Did you review and complete all the required documents, attachments, addenda and questions and answers?

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): _____

Name of Entity: O-Town Compost, Inc

Address: 1918 W. Princeton Street Orlando, FL 32804

Phone Number: (407) 214-5193

Primary Contact Name/Title: Charlie Pioli/Owner

Entity Federal Employer Identification Number (FEIN): 84-3493612

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

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

Yes

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

UPLOAD YOUR REGISTERED DOCUMENTS BELOW.*

Pass

State_of_Florida_Business_Status.pdf

OTC.Active.sunbiz.pdf

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

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

Pass

Yes

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

BUSINESS ADDRESS*

Pass

Enter Address

10606 SR 121 North, Gainesville, FL 32653

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

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.

Food Waste Composting

Education and Outreach

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

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

Pass

Waste Reduction Activities Description

Introduction

O-Town Compost is a professional food waste collector and implementer of compost programs. Its mission is to divert food waste and other compostable materials from incinerators and landfills to transform them into nutrient-rich compost for the improvement of soil quality in Florida.

Zero Waste Grant Application 2025: Organic Material Recovery & Composting at Alachua County Rural Collection Centers

Purpose: In alignment with Alachua County's Zero Waste Strategy Report and Implementation Plan and in collaboration with Solid Waste and Resource Recovery, O-Town Compost seeks to initiate an innovative and environmentally beneficial program for organic material recovery at the county's five Rural Collection Centers.

Rationale: Composting food waste reduces greenhouse gas emissions and extends the life of landfill capacity. Alachua County residents currently have limited access to organic material diversion options besides composting in their backyard.

Alachua County Rural Collection Centers (5):

9920 N.W. Waldo Rd., Gainesville, FL 32609

10714 N. State Rd. 121, Gainesville, FL 32653

16935 N.W. U.S. Hwy. 441, High Springs, FL 32643

19401 S.W. Archer Rd., Archer, FL 32618

11700 S.E. Hawthorne Rd., Gainesville, FL 32641

Method:

Each Rural Collection Center will be provided with two 48-gallon compost collection carts equipped with Biodegradable Products Institute (BPI) certified liners. O-Town Compost will be responsible for emptying the collection bins twice a week, adhering to a recurring schedule. During each service, O-Town Compost will replace the liners.

The 48-gallon collection bins will be situated in a designated accessible area at the rural collection centers. Adjacent to these bins, there will be a dispenser for 2.5-gallon BPI-certified liners, along with informational signage for Alachua County residents participating in the program.

Each Rural Collection Center will distribute 2.5-gallon Kitchen Caddies to Resident Users upon request, along with educational materials (refer to the Infographic in Supplemental Information). Additionally, replacement liners for the Kitchen Caddies will be available at each Rural Collection Center and can be obtained from the dispenser located next to the 48-gallon carts.

Residents will use Kitchen Caddies to conveniently transport organic material to the Rural Collection Centers.

Organic Materials:

Acceptable: food waste, coffee grounds, BPI-certified paper products, meats, bones, breads, napkins, paper towels, and solid dairy products.

Not Acceptable: glass, plastics, metal, waxy paper, bioplastics, gloves, foil, plastic stickers, produce ties, rubber bands, and liquids.

Required Supplies:

- 48-gallon organic material bin with BPI certified liner (provided by O-Town Compost)
- 2.5-gallon kitchen caddy with BPI-certified liner
- Dispenser for 2.5-gallon kitchen caddy liners
- Replacement BPI certified liners for kitchen caddy (cases of 1,300 bags each)

Education-Outreach/Marketing/Promotional Materials:

Rural Collection Center banners and signage will draw attention to the new Organic Material Recovery & Composting program and instruct residents on proper food scrap diversion.

Resident User printed materials will be distributed with each Kitchen Caddy.

Alachua County Solid Waste and Resource Recovery Customer Portal:

Organic material weight, service history, and supply ordering will be available through the O-Town Compost customer portal.

Training:

O-Town Compost will provide initial training and periodic re-fresher training for Solid Waste and Resource Recovery personnel at the Rural Collection Centers.

Kick-off/Launch of Organic Material Recovery:

With Solid Waste and Resource Recovery agreement, at Kick-off/Launch O-Town Compost will have a staff member periodically present at the Rural Collection Centers to encourage participation from resident users.

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

6.6. 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

It is estimated that 130 tons of organic material (food waste and acceptable bio-compostable materials) will be diverted in the first 52 weeks of collection.

This estimate is based on the following projections:

- 500 Users total (100 Users at each of the 5 Rural Collection Centers)
- Each User will dispose of 10 lbs. organic material per week
- 500 Users x 10 lbs. x 52 weeks = 260,000 lbs. = 130 tons

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

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

Pass

Waste Reduction Activities Description

Implementation is anticipated to commence no more than 30 days following approved final contract negotiations with Alachua, FL Board of County Commissioners.

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

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

Pass

Provide a business plan which includes information about how these Waste Reduction activities can sustain themselves beyond the life of the grant.

RFA_Business_Plan.pdf

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

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

There is no funding required outside the Zero Waste Grant 2025 RFA 25-333-MM funding (as described in 6.11).

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

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

Pass

Waste Reduction Activities Description

The waste reduction activities of Organic Material Recovery & Composting at Alachua County Rural Collection Centers are well-aligned with the Alachua County Zero Waste Plan.

Alignment with Strategy

Organic Material Recovery is one of three strategies described in Alachua County's Zero Waste Strategy Report and Implementation Plan.

Alignment with Need for Infrastructure

As depicted in Table 3 of the Plan, Alachua County Compost (Food and Yard Waste) Recycling, *"Limited waste diversion opportunities exist for residents of Alachua County to compost yard waste and food waste."* At present (with the exceptions of single-family home food scraps curbside collection in a limited number of neighborhoods within the city limits of Gainesville and backyard composting), residents of Alachua County do not have ready access to diversion of food waste from the landfill.

From Table 5 of the Plan, 27,847 tons of food was collected in 2019 with 1,323 tons recycled, for a diversion rate from the landfill of only 5%. As stated in the Plan, *"...food waste was one of the least diverted materials in trend data."*

Amongst the overarching key findings of the Plan is "Significant community interest in diverting organics through composting process".

In general, throughout its Organic Material Recovery strategy, the Plan calls for the development of infrastructure to facilitate collection of organic materials and diversion from the waste stream.

Alignment with Guiding Principles

Organic Material Recovery & Composting at Alachua County Rural Collection Centers aligns with the Plan's Guiding Principles in these ways:

- Resources will be kept local from collection of organic materials to composting process to finished compost product.
- Collection from Alachua County Rural Collection Centers and the composting process will warrant the need for additional manpower, fostering job growth.

- 130 tons of food waste (first 12 months) diverted from the landfill to composting will avoid over 80 metric tons of CO₂e toward mitigation of climate change (ReFED).
- The availability of food waste-specific collection at 5 Rural Collection Centers will help provide increased equity of composting service to residents throughout Alachua County.

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

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

O-Town Compost Organic Material & Composting Alachua County Rural Collection Centers RFA 25-333-MM

Total Request = \$40,000.00

1. Salaries = \$22,800.00
 - Richard Devereaux | Gainesville General Manager
 - Shem Jenkins | Marketing Director
2. Supplies = \$10,900.00
 - Rural Collection Center Dispensers for 2.5 gal. Kitchen Caddy Liners

- 2.5 gal. Liners for Kitchen Caddies (20 cases, 1300 liners/case)
- 2.5 gal. Kitchen Caddies for Resident Users (500)

3. Promotional Materials = \$6,220.00

- Banners for Rural Collection Centers
- Infographic Signage for Rural Collection Centers
- Printed Educational Brochures for Resident Users

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

. 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

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

UPLOAD SUPPLEMENTAL INFORMATION (IF APPLICABLE).

Pass

Upload any supplemental information.

Final.AboutOTC.pdf

infographic.pdf

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

State of Florida

Department of State

I certify from the records of this office that O-TOWN COMPOST INC. is a corporation organized under the laws of the State of Florida, filed on October 11, 2019.

The document number of this corporation is P19000079909.

I further certify that said corporation has paid all fees due this office through December 31, 2019 and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Second day of November, 2019*



Randy Be

Secretary of State

Tracking Number: 7742204072CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

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No Events No Name History

Detail by Entity Name

Florida Profit Corporation
O-TOWN COMPOST INC.

Filing Information

Document Number P1900079909
FEI/EIN Number 84-3493612
Date Filed 10/11/2019
State FL
Status ACTIVE

Principal Address

1918 W PRINCETON ST.
ORLANDO, FL 32804

Mailing Address

1918 W Princeton Street
ORLANDO, FL 32804

Changed: 01/17/2023

Registered Agent Name & Address

PICOLI, CHARLES J
1918 W Princeton Street
ORLANDO, FL 32804

Address Changed: 01/17/2023

Officer/Director Detail

Name & Address

Title Owner

Picoli, Charlie J
1918 W Princeton Street
ORLANDO, FL 32804

Annual Reports

Report Year	Filed Date
2023	01/17/2023
2024	01/13/2024
2025	02/03/2025

Document Images

02/03/2025 -- ANNUAL REPORT	View image in PDF format
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No Events No Name History

Organic Material Recovery & Composting at the five Rural Collection Centers is strategically positioned for extension beyond the life of the grant funding. An allocation of \$17,120 of the grant will be utilized to purchase one-time supplies, including 500 2.5-gallon Kitchen Caddies, 5 bag dispensers, and 20 cases of Kitchen Caddy compostable liners. Additionally, funds will be allocated for educational and promotional materials, such as banners, signage, and printed infographic guidebooks accompanying each Kitchen Caddy. These expenditures are non-recurring, unless Alachua County decides to expand the program to include more than 500 residential participants.

The remaining \$22,880 annually from the grant will cover service fees associated with collecting two 48-gallon carts twice a week at all five Rural Collection Centers. This budget encompasses wages for O-Town Compost's driver, fuel, insurance costs, and Alachua County Solid Waste Haulers Franchisee License fees.

Although these costs will persist post-grant period, O-Town Compost is committed to collaborating with Alachua County to reevaluate the program for potential efficiency enhancements. For example, once per week collections during the cooler months of the year (October – April) might suffice, and a single 48-gallon cart could meet service needs depending on resident participation. Such modifications will reduce service fees and boost the program's cost effectiveness.

The service cost of Organic Material Recovery at Alachua County Rural Collection Centers should be compared with the costs associated with directing food waste to the Leveda Brown Transfer Station as solid waste destined for the landfill. It is essential to assess whether the service fees exceed the benefits of providing access to 500 rural residents who will have the opportunity to recycle their food waste, thereby contributing towards the creation of healthier topsoil for Alachua County gardeners, construction projects, and farmers. The environmental costs must be included in the cost-benefit analysis, such as the potent methane produced when food waste decomposes in the anaerobic conditions of a landfill. Additionally, the risk of leachate from the landfill contaminating Alachua County's groundwater should be considered, along with the potential future taxpayer burden of permitting increased capacity once the current landfill is at maximum capacity. O-Town Compost anticipates that the benefits will outweigh the costs for Alachua County, especially after the expiration of the grant-funded period.

About O-Town Compost

O-Town Compost is a food waste collection company with key staff having over 15 years of combined experience in Florida's emerging organic materials recovery industry.

Established in East Orlando, FL in 2020, the company has grown to serve over 850 residential households, more than 125 food service establishments, and 21 public schools as part of a 2-year USDA grant in partnership with Orange County Public Schools.

Supported by a team of 12 employees, O-Town Compost offers a variety of food waste collection and composting services across multiple food waste generator sectors.

O-Town Compost was founded by Charlie Pioli, a former waste industry consultant. The company's objectives are to divert food waste from landfills and support local food systems through the production of compost, which serves as an environmentally beneficial soil amendment.

To date, O-Town Compost has successfully diverted more than 7.5 million pounds of food waste from landfills. This achievement has been made possible through collaboration with local farm partners who process the organic waste into soil amendment, which is subsequently utilized on their farms and redistributed to communities across Florida.

Organic waste constitutes approximately 51.4% of the solid waste found in landfills in the USA, making it the largest fraction compared to other materials. *

Organic waste represents a significant resource with substantial potential to positively influence environmental outcomes and move the needle in a positive direction.

**2023. Composting Research | US EPA*



WELCOME TO THE COMPOSTING COMMUNITY!

Together we're diverting organic waste from the landfill, reducing methane emissions, preserving landfill capacity, and providing local farms with valuable soil amendment.

COMPOSTABLE

FOOD WASTE, COFFEE
GROUNDS PAPER TOWELS,
NAPKINS, KRAFT PAPER



BPI CERTIFIED PAPER
PRODUCTS, MEATS, BONES,
BREADS, DAIRY



NOT COMPOSTABLE

GLASS, WAXY PAPER
PRODUCTS, BIOPLASTICS,
GLOVES, FOIL



PLASTIC STICKERS,
PRODUCE TIES, PLASTIC,
PARSLEY TIES, LIQUIDS



TIPS FOR PREVENTING ODORS AND PESTS.

- Always keep the compost bin lid on tight
- Tie the compostable bag to add an extra layer of protection
- Keep your compost bin in the walk-in cooler until pick up day to slow decomposition.

For questions or orders, email info@o-towncompost.com or call 407-214-5193