

Solid Waste Committee
Nov. 9, 2006

Next meeting 11-30-06

2 consultants discussed HDR Consulting Firm Shawn Worcester environmental works with state to put in recycling programs, pilot programs, hazardous waste facilities. Works closely with dep.

1917 5000 employees

#2 in solid waste management

expertise issues managing municipal solid waste, waste energy, composting, recycling, solid waste, nation wide company.

Milbury and shrewsbury, contract issues, long term issues. Evaluating modifying agreements now. Identifying risk options, competitive elements, maximize service For what needs and goals are. Not capital driven. Issues of long terms contract to act as social security recognizing that changing frequently doesn't work.

Community needs where do you want to go, functions, what does your stream look like where do you want to change. What is going on locally. Intergrated solid waste management. Collecting and moving product into productive use or disposal options

In house or contract issues? Yes.

Worked with communities who have gone both ways.

Are u aware of communities who have gone out but came back to in house.

He is not aware of any communities in this area.

Multifple contracts with recycling, solid waste. Yes. Involved with communities with separate contracts, disposal sites. Transfer stations, franchise

Whatare the trends? In part local resolution what are the competitive forces are in any given area. Using the competitive market place to make sense for them.

Usually case by case. Vendors want to provide all services. But major haulers are moving in and out of the business. That makes it difficult to have one contract.

Overhead structure.

As communities look at ending long term contract, hauling, separate recycling rprocess. Look at unbundling or continue.

Any suggestions. What

Look at the un bundling and the timing. How to match them up to tap the competitive forces. But a short list. Looking at larger companies, the list becomes shoreter

Pay as you throw issues – cost and benefits associated

Automation, structuring contract terms sufficient to cover cost of equipment
Moving market place performance guarantees
Does it make sense, to the communities, how does it run in the winter months.
Housing stock, looks like. Performance guarantees in the procurement process.

Pay as you throw, as a mechanism part policy issue, pros and cons. Looking at standpoint of recycling program and participating at curb. Increase density at focal points ultimately how do you address the issues of additional fees,

How does it affect the relationship with contractors. Contractors would generate and improve their economics.

given Newton's size, relatively easy to collect

10 yrs out. Market on collection side \$60/ton. And up. Some parts higher. Disposal only

the availability of disposal capacity is limited in Massachusetts. Not interested in sign up for 10 years. Opt out agreement. Opportunity to opt out, market driven,

flat rate? Most contracts have a form of inclusions. Household cost per ton \$120

includes transportation to disposal site. Does it include \$60. it will be in the procurement process. Options of long haul transfer depends on how far it is going.

Newton paying 133 per ton. Market better today. Newton can get a better deal in the next five years.

Could possibly be negotiated. Not being charged at a tier one disposal cost. Perhaps 75 per disposal and 60 for transportation. Our contract includes yard waste has a flat rate.

Collection only transportation only and disposal only.

Newton had.

Bundled contract and problems at either end, there would not be a problem. If contractor has a problem, or problem somewhere else, by having one contractor responsible for the entire thing, it is easier to work with the one contractor than break it out, as it will include more vendors.

What is today's

Allocation of responsibilities work out so that it is managed so that community not left holding the bag. The logistics of organizing to a recovery takes time and doesn't happen overnight

How would Newton get a personal assistance or is there a team of people that we work with

John would be our project manager and would work closely with the community to be well served.

Bundled program what is the size of the org. part of process to ensure capacity guarantee.

Unbundled would be independent of who brought what out of the city.

Master plan takes. Major components are 10 year clocks and 5 year updates.

Master plan process is ongoing with 2010 as the look at date for change.

70 percent production. Opening land fill is a limited movement continued emphasis on where the it go? Haul or landfill issues in negotiations.

Very different personality. Look for more specifics. But he brought more generalities.

Positive side. He draws on other experts from his team.

Long dis. With dep. Worked with Shawn and John. Going with John Merrick.

Personalized, down to earth. Each brings their own personality and John Merrick knew what our needs were and was specific. Shawn brings the world view and knowledge.

A larger firm broader picture, personalized service, more resources.

What would be in his interested to get a contract with Millerbrader/ as they have a connection to them.

There is a benefit they get from Millbury. There is conflicts between disposal and the city of town that provides the disposal site.

John Merrick on state contract. A RFP would be needed

If we go with another co. then we would have to do a sole source procurement

John said \$90 and Shawn said \$120. Their prices are very different. Don't hold the amount against them, as there is a margin in the market. What is the market trading at?

2nd. Consultants from RWBeck, David Demmey, Susan Bush, Tom Jones

introduce and show what they have to offer. Country's leading solid waste management firm 23 firms in country

mostly consulting, limited design and construction work. Fairly unique has lots of technical experience and business skills.

Energy water, waste water and solid waste

Planning side and procurements. Works at all 3 levels of government, national level, state level and community local government. Helps community do specific things.

Working with N.Befords doing their solid waste plan. Working with communities now in planning and procurements of their waste contracts. Had work at Shawn and know

him very well. Tom Jones worked on Mass. State plan and \Susan Bush, RI analysis for their landfill. Connecticut plan and worked in Pennsylvania. On procurement. Analysis.

Most plans end with procurements. Has experience in all the fields that we are looking for.

Solid waste management plan. Without a formal plan, a procurement documents may not be good without the plan. You need to know what you are procuring. They have the experience to help us put it together.

Experience with larger communities. What experience do you have with a small community. They have worked with all kinds of communities with different population size. Helped 20 communities in Pennsylvania most small communities. Never takes a one size fits all approach. Each community has their own needs and uniqueness.

Look at commercial makeup of community.

Developed a training course designed for people who work in solid waste management which gave them experiences in all aspects of planning and procurement. Fine tuned taking in all factors considered.

Are communities looking at bundled programs or unbundled program

Newton needs a transfer station= without a transfer station, limits the kind of contract as it would go together. If you have a transfer station, then the bundle service would be a good option. Which includes disposal which is highly market value. If you unbundled, then there is a competitive edge and vendors will compete for your service. It is difficult to say what the market will be.

What is your experience with the conversion to in house contract. There is not a trend towards privatation. They worked with solid waste forces to help them better manage the work. Was success in improving performance and brought costs down.

What is your experience in automation. Currently working in that area. Took a fresh look at master plan and at collection agencies.

Residential community/ would it be worth considering. Yes you can save on the automated area. One driver to truck, don't have to get out of cab.

Cns, snow, sidewalks, disability goes down with automation. Would manage project in Newton and to be available at all times.

Have you had experience in political areas. Key leaders and involvement in community is very key

Are you going with single stream. contract should be for 5 years. Upfront reach consensus with officials, elected officials in community.

Newton ranks very high in the high 90% in solid waste

Elaine and Nunzio gave a brief synopsis of how Newton managed it's 20 year trash contract to