



Welcome to
Northeast Resource
Recovery Association's

Summer Webinar Series
Prequel

Best Practices for
Negotiating Municipal
Contracts for Waste,
Recycling & Composting
Part 2

Need Professional Credits?



- Receive 1.25 hours of credit for NH Solid Waste Operators from NHDES for viewing this webinar.
- Webinars are recorded and made available for those who registered.
- Complete the survey at the end and connect with NRRRA.
- Continue your learning with webinars all summer long!
- Visit our website at: nrra.net



For
Registration:
www.nrra.net



Operator Track - Wednesdays 9:00 am - 10:00 am		
Date	Webinar	Presenters
June 24, 2020	Recycling Markets Update	Chaz Miller, Miller Recycling Associates
July 8, 2020	BMPs for Managing eWaste at NH Transfer Stations	Tara Albert, NHDES
July 15, 2020	The Battery of Things: Lithium Battery Safety	Sean Plasse, Call2Recycle
July 22, 2020	Disposal Capacity	Mike Nork, NHDES; John Fischer, MADEP; and Jeff Bourdeau, VTDEC
July 29, 2020	Using Processed Glass Aggregate in Road and Infrastructure Projects	Reagan Bissonnette and Maddie Dilonno, NRRA
August 5, 2020	Legislative Updates	Josh Kelly, VTDEC; Ariela Lovett, MA Mun. Assoc.
August 12, 2020	Educate, Don't Contaminate! A Toolkit to Clean up Recycling	Lucy Perkins and Matt Grondin, ecomaine
	Break	
August 26, 2020	Extended Producer Responsibility	Terri Goldberg, NEWMOA; Megan Pryor, MEDEP
September 2, 2020	Tricks of the Trade	Ed Walsh, Rollinsford, NH and others
September 9, 2020	MA Mattress Recycling Incentive Grant Program	Rachel Smith, MADEP

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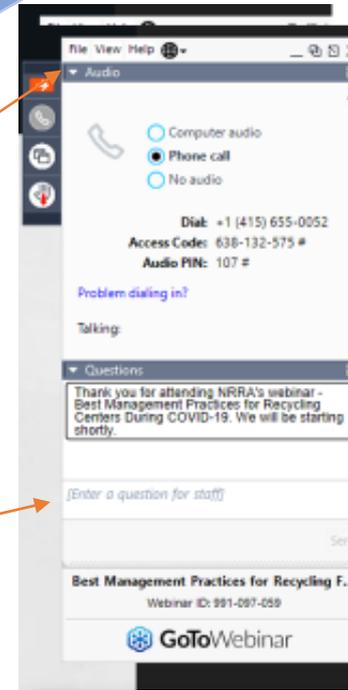
Educator/Community Track - Fridays 12:00 - 1:00 pm

Date	Webinar	Presenters
June 26, 2020	Optimizing Our Recycling Education and Outreach Efforts	Erin Victor, MADEP
July 10, 2020	Refill Not Landfill	Marc Morgan, Lebanon, NH; Emily Rogers, Lebanon Food Co-op
July 17, 2020	REUSE! Because You Can't Recycle the Planet	Alex Eaves, Stay Vocal, The Reuse! Documentary
July 24, 2020	Food: Too Good to Waste	Brenna Toman, CVSWMMD
July 31, 2020	The Messy Truth about Garbage	Cindy Sterling, NRRRA
August 7, 2020	The 6th R: Cultivating a Culture of Repair	Ollie Cultrara and Cassandra Hemenway, ACSWMD
August 14, 2020	Medical Waste: Needles, Pharmaceuticals, Vaping and More	Cindy Sterling, NRRRA
August 21, 2020	Event Waste Reduction: Thinking Outside the Bin for Your Event Part I	Cindy Sterling, NRRRA
August 28, 2020	We Need to Think About Clothing Differently	Joe Whitten, Apparel Impact
September 4, 2020	Cafeteria Sorting Stations	John Jose, CVSWMMD
September 11, 2020	Event Waste Reduction: Styling Your Event Recycling Plan Part 2	Cindy Sterling, NRRRA



GoToWebinar Setting the Table

- You will not be able to be heard by the presenters or other participants on GTW.
- If you cannot hear the presenters, click on audio and computer audio. If that does not work, try clicking on phone call.
- We hope you ask questions and the presenters will answer them if time allows. Click on Questions and keep it short!





The webinar will begin soon!



Best Practices for Negotiating Municipal Contracts for Waste, Recycling & Composting

Part 1 June 17, 2020 - 9 to 10:15 am

Part 2 June 19, 2020 – 12 to 1:15 pm

Reagan Bissonette,
Executive Director, NRRRA



Bonnie Bethune, Member
Services Manager, NRRRA



In Case You Missed It

Best Practices for Negotiating Municipal Contracts for Waste, Recycling & Composting **Part 1**

June 17, 2020 – 9 to 10:15 am

Register Here for Recording:

<https://register.gotowebinar.com/register/7857894450869644303?source=NRRA+Webpage>



Northeast Resource
Recovery Association

Agenda

- Part 1 (Wednesday)
 - General Contracting Principals
 - Municipal Solid Waste
 - Source Separated Recycling
- **Part 2 (Today)**
 - **Single and Dual Stream Recycling**
 - **Composting**



Single versus Dual Stream

Single stream: All recyclables go into one bin



Dual stream: Containers separate from fibers

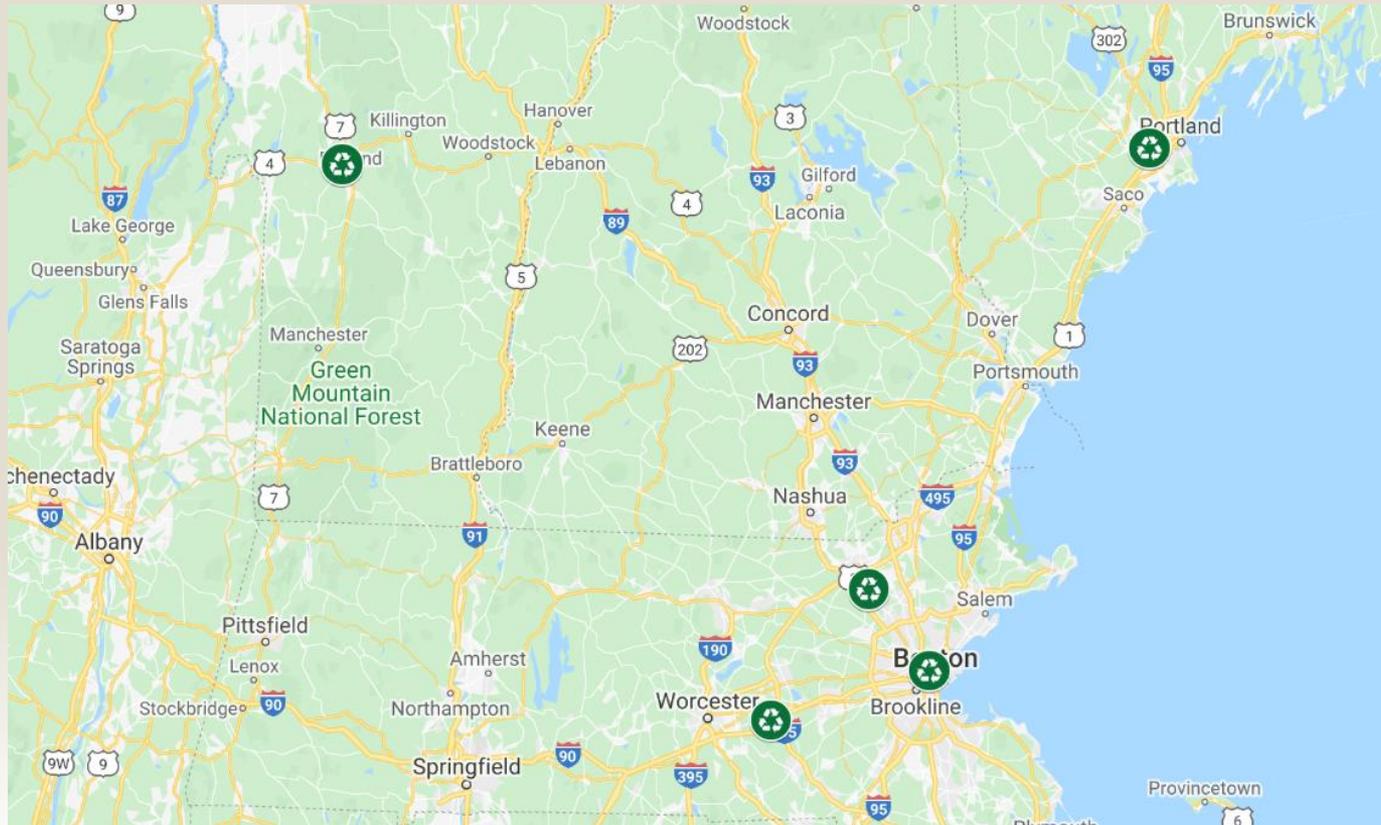


Materials Recovery Facilities (MRFs)

- **Materials Recovery Facility:** Facility that processes and sorts single and dual stream recycling into individual commodities for sale
- No commercial single stream MRFs located in NH
- Few options for vendors who handle single and dual stream in NH



Commercial MRFs Serving NH



Single or Dual Stream without Glass

- **Recommendation:** Ask if cost savings available if remove glass
- **Why?** Some MRFs offer financial incentives
- **Example:** Strafford VT pays \$35 per ton to take glass to NRRRA Lebanon NH host site instead of \$121 per ton for dual stream



Single & Dual Stream Contracts

- Key contract provisions involve:
 - Hauling, equipment and processing costs
 - Contamination, residue and audits
 - Revenue or cost sharing
- But first, discuss markets

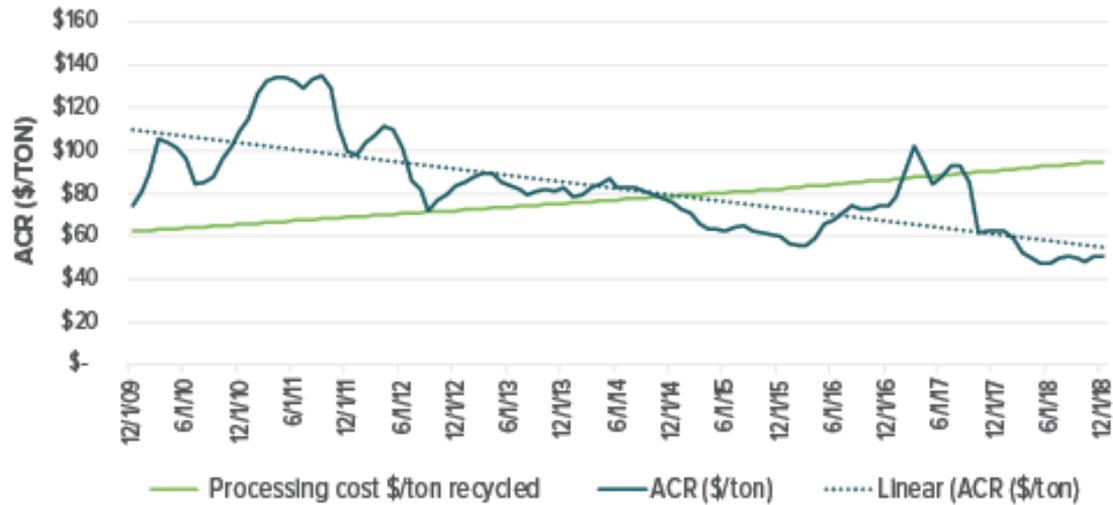
Know Your Market

- **Recommendation:** Conduct market research
- **Why?** Need to know if you're being offered fair pricing to effectively negotiate
- **Example:** NH community saw huge price increase for single stream but able to confirm consistent with market trends



National Trends

ACR* (\$/TON) AND MRF PROCESSING COST

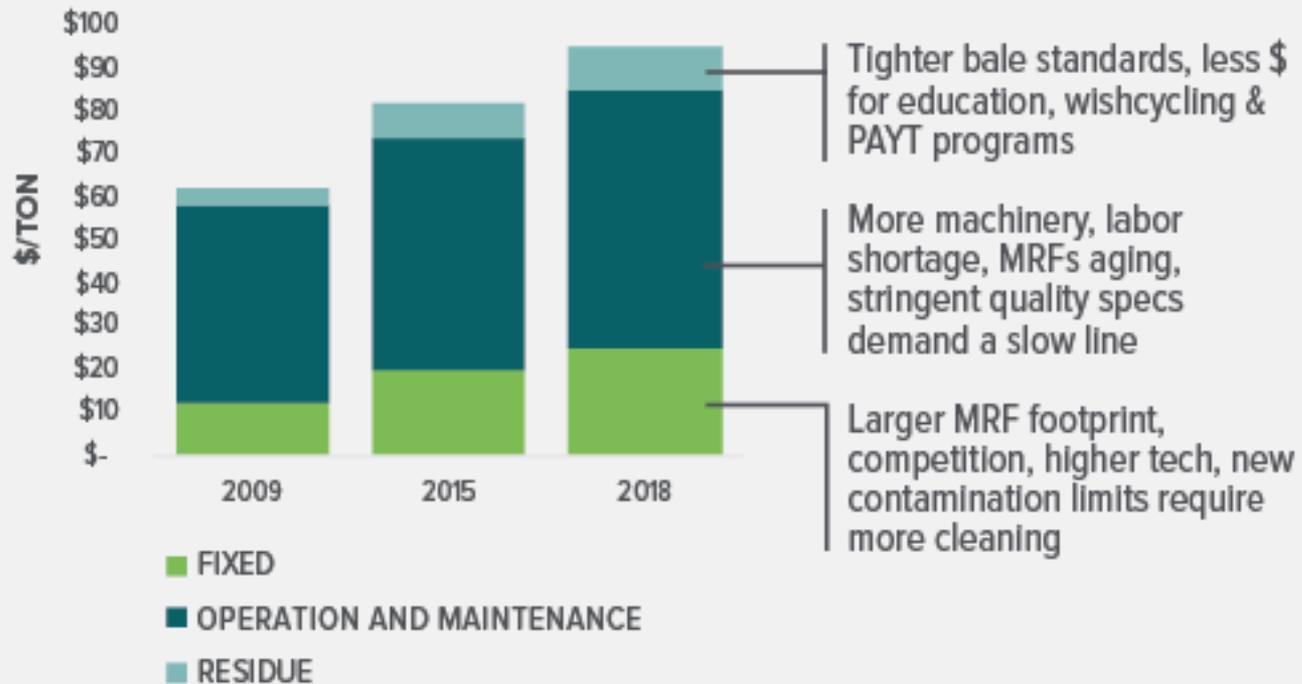


*ACR is short for average commodity revenue and represents the blended value of materials moving through a facility.

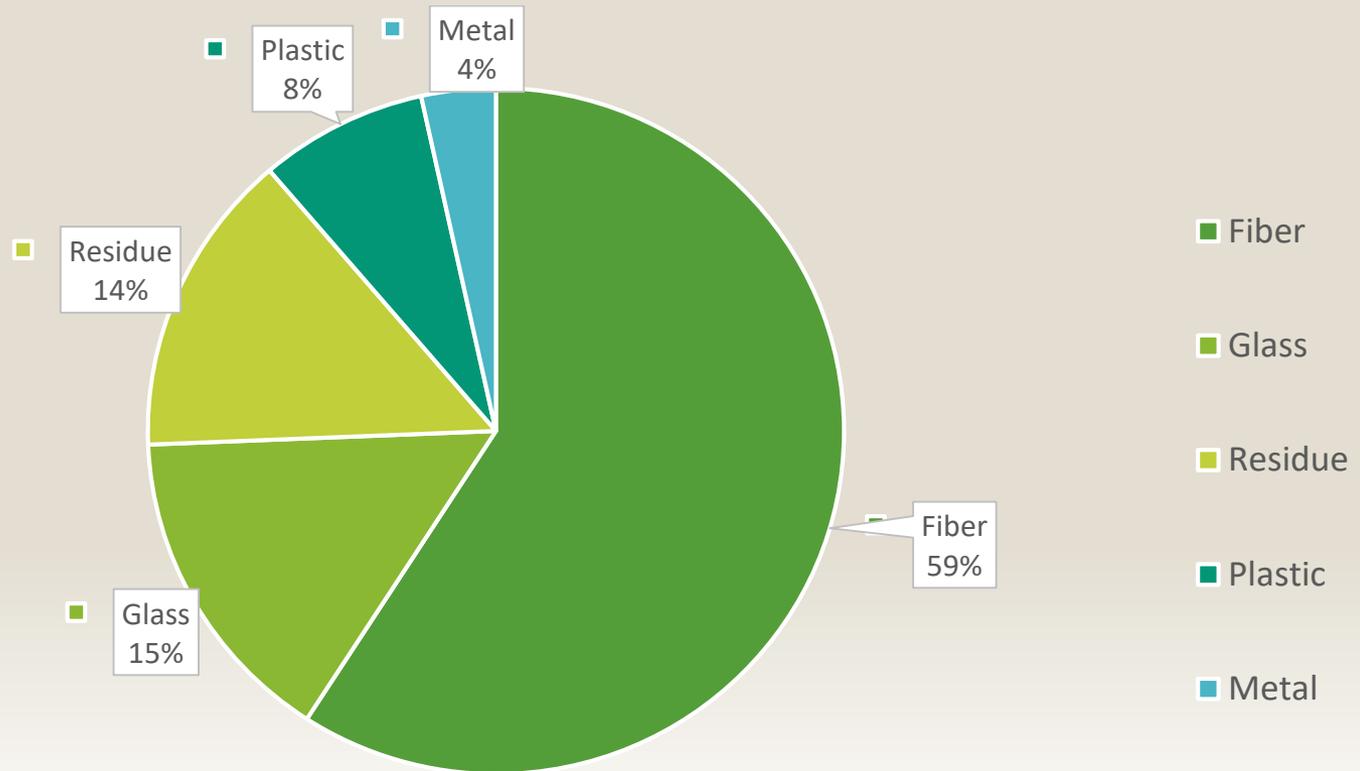


Source: Resource Recycling Dec. 2019

MRF PROCESSING COSTS IN DETAIL

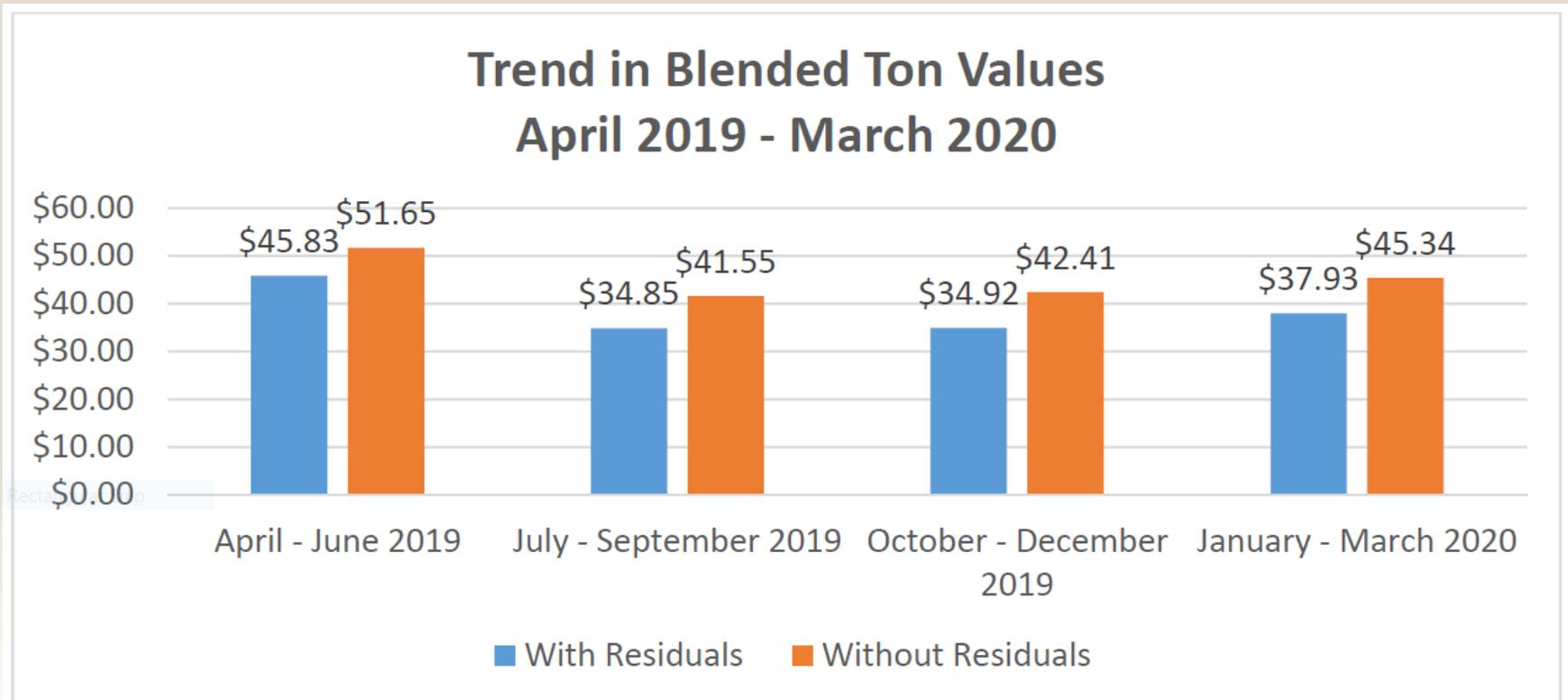


Weighted Percentage of Outbound Tons from Northeast MRFs



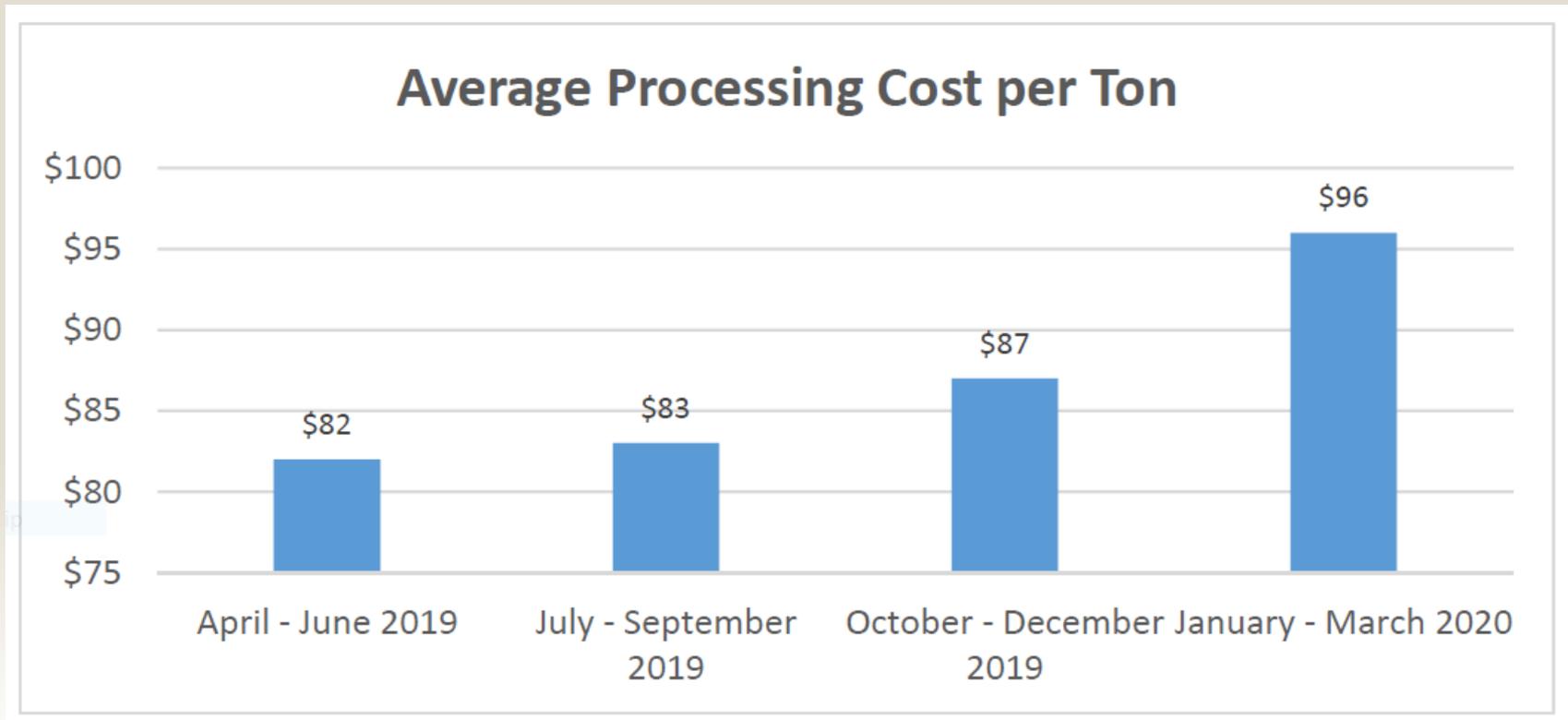
[Source: Northeast Recycling Council \(May 2020\)](#)

Northeast MRF Blended Ton Values



[Source: Northeast Recycling Council \(May 2020\)](#)

Northeast MRF Processing Costs



[Source: Northeast Recycling Council \(May 2020\)](#)



Questions?



Hauling & Equipment Costs

- **Recommendation:** Determine whether more cost effective to handle hauling and equipment on own or through vendor
- **Why?** Might be more cost effective one way or the other, hauling and owning own equipment provides more flexibility
- **Example:** Community hauls to MRF itself



Processing Costs

- **Recommendation:** Clearly identify and define processing costs
- **Why?** Community should pay processing costs, but need transparency to understand what they are separate from other costs
 - Huge range between MRFs: \$50 to \$130 per ton
 - Processing costs may include administrative fees, rent, fuel, utility costs, insurance

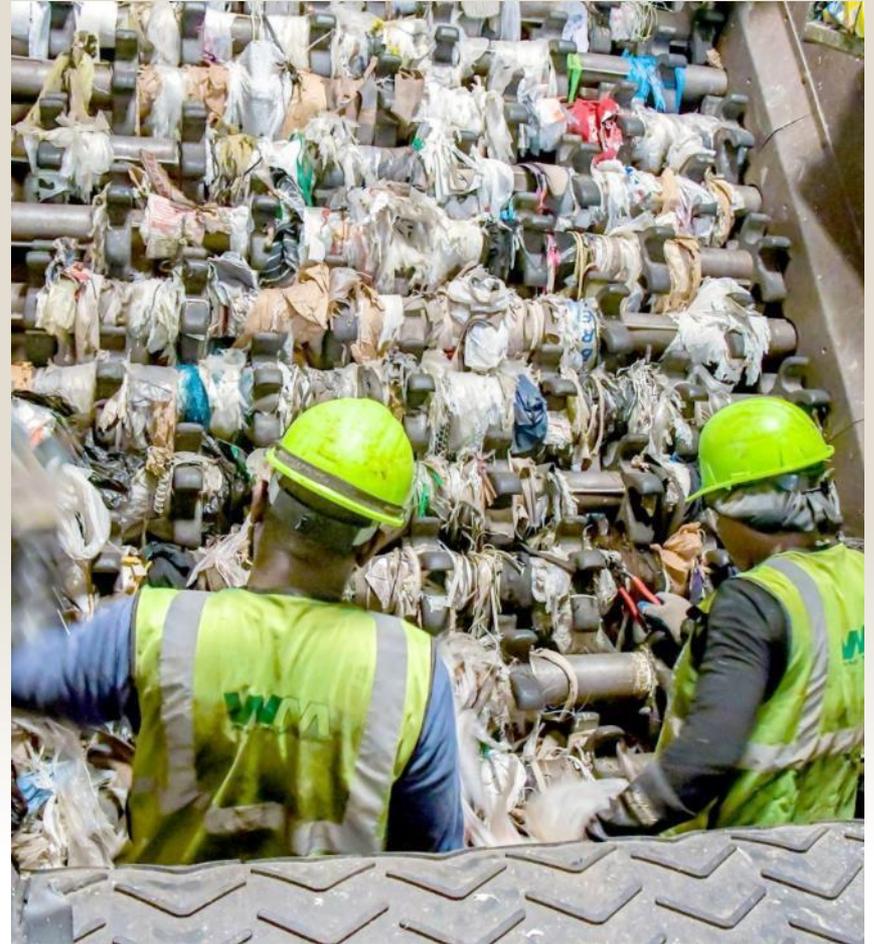


Contamination & Residue

- Contamination + residue = what is disposed of from MRF
 - Contamination: items put in bin that are not accepted materials (in-bound material)
 - Residue: material not captured by MRF during sorting process or material altered during processing (out-bound material)

Contamination

- **Recommendation:** Understand, define, and agree to what contamination is
- **Why?** Fees may be assessed if limit exceeded



Sample Contamination Fee Schedule

Contaminants by Volume	Fee per Ton
3-5%	Warning
6-10%	\$15
11-15%	\$25
16-20%	\$45
21-25%	\$55
26% or higher	Current commercial waste disposal gate fee for entire load



Contamination Audits

- **Recommendation:** Understand waste audit process for determining if contamination fees triggered
 - Both municipality and MRF should agree to methodology
 - Start with accurate audit of inbound material for your municipality as baseline
 - Allow future audits at cost to party requesting the audit
 - Municipality should have right to observe the audit
- **Why?** Important to be clear in advance to avoid possible dispute later if fees charged



Example: Single Stream Contamination Audit Report

Material Report Card	Date	% Contam.	Container	Tons	Contamination Issues
Community A	10/17/2018	3%	Rolloff	2.34	No full bags, 40+ empty plastic bags, pool cleaner, window glass
Community B	10/19/2018	0%	packer	1.76	2 cat food bags
Community C	10/22/2018	0%	packer	8.9	Spent 2 minutes trying to find any contamination and found nothing. No contaminants!
Community D	10/26/2018	3%	packer	1.58	Mostly bottles and plastic jugs, some loose plastic bags, bubble wrap & Styrofoam



Revenue/Cost Sharing

- **Recommendation:** Understand and clearly define how revenue or costs shared
 - Parties should share revenue in both up and down markets
 - Floor and ceiling prices can provide some certainty
 - Don't budget for revenue
- **Why?** Provides some certainty amidst uncertainty

Revenue/Cost Sharing Examples

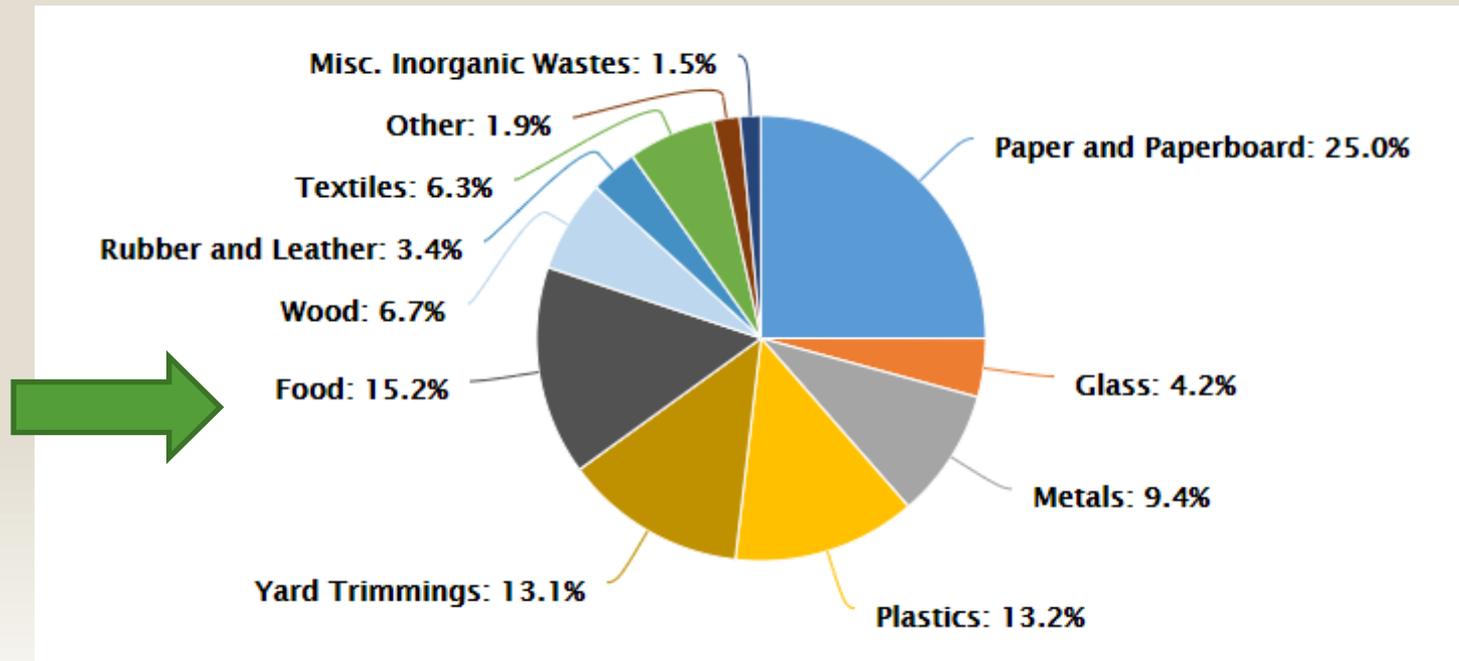
- Market Average Revenue per ton: one example of a monthly index for single stream material
- MAR - monthly processing fee = revenue or cost of material per ton
- Example: $-\$5 - \$120 = \$125$ cost per ton

Anticipate Change

- **Recommendation:** Pay attention to any minimum tonnage requirements (“put or pay”)
- **Why?**
 - Expect the unexpected
 - Changing composition of materials (ex. more lightweight plastics)
- **Example:** Single stream vendor expected more tonnage than community could meet



Total Municipal Solid Waste Generated by Material



(Source EPA, 2017)

Food Waste in Municipal Solid Waste

Only 6% of food waste is composted

Food is the largest component of MSW being landfilled at nearly 22%

(Source EPA, 2017)



Composting in NH

- **Recommendation:**
Explore composting food waste
- **Why?** Environmental, moral and financial reasons
 - May need to request waiver of current rules from NHDES if want to compost meat or dairy



Composting Examples

- Hollis NH composts food scraps without meat or dairy on site
- Lee NH has food scrap pickup service, including meat and dairy
 - Mr. Fox Composting in Eliot, ME serves NH seacoast
 - Provides Lee NH with 64 gallon bins and signage
- *Handout: See sample contract (residential; no specific contract available for transfer stations)*



Questions?



Thank You!

*This webinar was sponsored by
NHDES.*

*Please take the survey following
the webinar.*



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Summer Webinar Series – Next Week

Recycling Markets Update



*Chaz Miller, Chairman
Montgomery County, MD
Aiming for Zero Waste Task Force
Wednesday, June 24
9:00 to 10:00 am*

Optimizing Our Recycling Education and Outreach Efforts



*Erin Victor, MA Dept of
Environmental Protection
Friday, June 26
12:00 to 1:00 pm*

