Leveraging Private Sector Engagement in Solid Waste Management

Technical Deep Dive: Solid Waste September 26, 2018 Tracie Onstad Bills Director, Sustainable Materials Management

### SCS ENGINEERS

# About SCS Engineers

- Environmental engineering consulting firm
- Specialize in solid waste management and environmental services
- Established in 1970
- Over 800 employees
- 70 offices
- Employee owned

- Solid Waste
  - Landfill
  - Planning
  - GHG
  - Studies
  - Financial
- Construction
- Energy
- Environmental Services
  - Remediation
  - Storm water

# Countries Work Performed

- Albania
- Argentina
- Bangla Desh
- Brazil
- Canada
- Chile
- China
- Colombia
- Czech Republic

- Dominican Republic
- Egypt
- Ethiopia
- El Salvador
- Ghana
- Guatemala
- Hong Kong
- India
- Indonesia

- Israel
- Japan
- Mexico
- New Zealand
- Nicaragua
- Nigeria
- Panama
- Philippines
- Poland

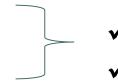
- Russia
- Serbia
- Sri Lanka
- South Korea
- Taiwan
- Thailand
- Turkey
- Ukraine

# Involvement for the Private Sector

• Technical expertise

• Equipment

- Design & build landfills, recycling and compost facilities
- ✓ WTE
- ✓ Landfill methane to energy



- $\checkmark$  Feasibility studies
- ✓ Financial analysis
- Program development ✓ Solid waste planning

# What we are looking for

- Stable economic and regulatory environment
- Business relationships based on prices and services
- Political leadership
- Partnership including a collaborative environment
- Money already established
- Champion to see the project through
- Working through World Bank

### What Conditions Must be Met

- Retainer for work paid in advance
- Signed anti-trust agreement
- Client has worked with private sector previously
- Pass financial background review
- Assurance that long term contracts will be honored (election, change in political appointees)

# Challenges

- Difficulty with transfer of money
- Not getting paid
- Inability to get paid in a timely manner
- Tariff's
- Bidding practices
- Local certifications and safety approvals not consistent with international standards (ANSI, ISO)
- Local business culture / bribery

# Most Value to Both Public and Private Firm

- Goals are in-line
- Objectivity from both sides
- Transparency on project
- Excellent working relationship
- Open communication
- Honest about barriers
- Good business

Understand that
waste management
costs money and is
not likely going to
be funded by energy
recovery or tipping
fee.

 A tip fee based on reality is a key foundation.



## Thank You!

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