Leveraging Private Sector Engagement in Solid Waste Management

Technical Deep Dive: Solid Waste
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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
  - Design & build landfills, recycling and compost facilities
  - WTE
  - Landfill methane to energy

- Equipment
  - 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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