



City of Lawrence

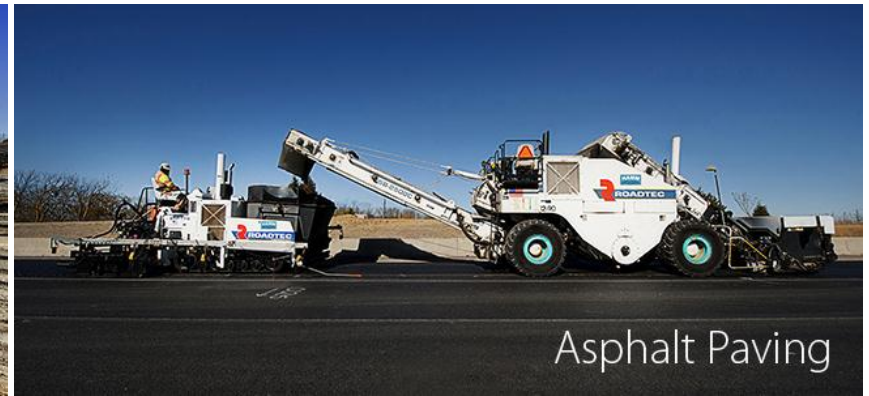
Lawrence Material Recovery Facility

L-MRF

Hamm Waste Service
Charlie Sedlock

02 December 2012

Hamm Operations



Hamm Waste Services



City's Goals per RFP

The City goals are to:

- Increase the amount of material being diverted from the landfill;
- Increase recycling participation rates;
- Ensure a marketable end product from collected recyclables;
- Promote the City's sustainability goals; and
- Enhance community awareness of recycling.

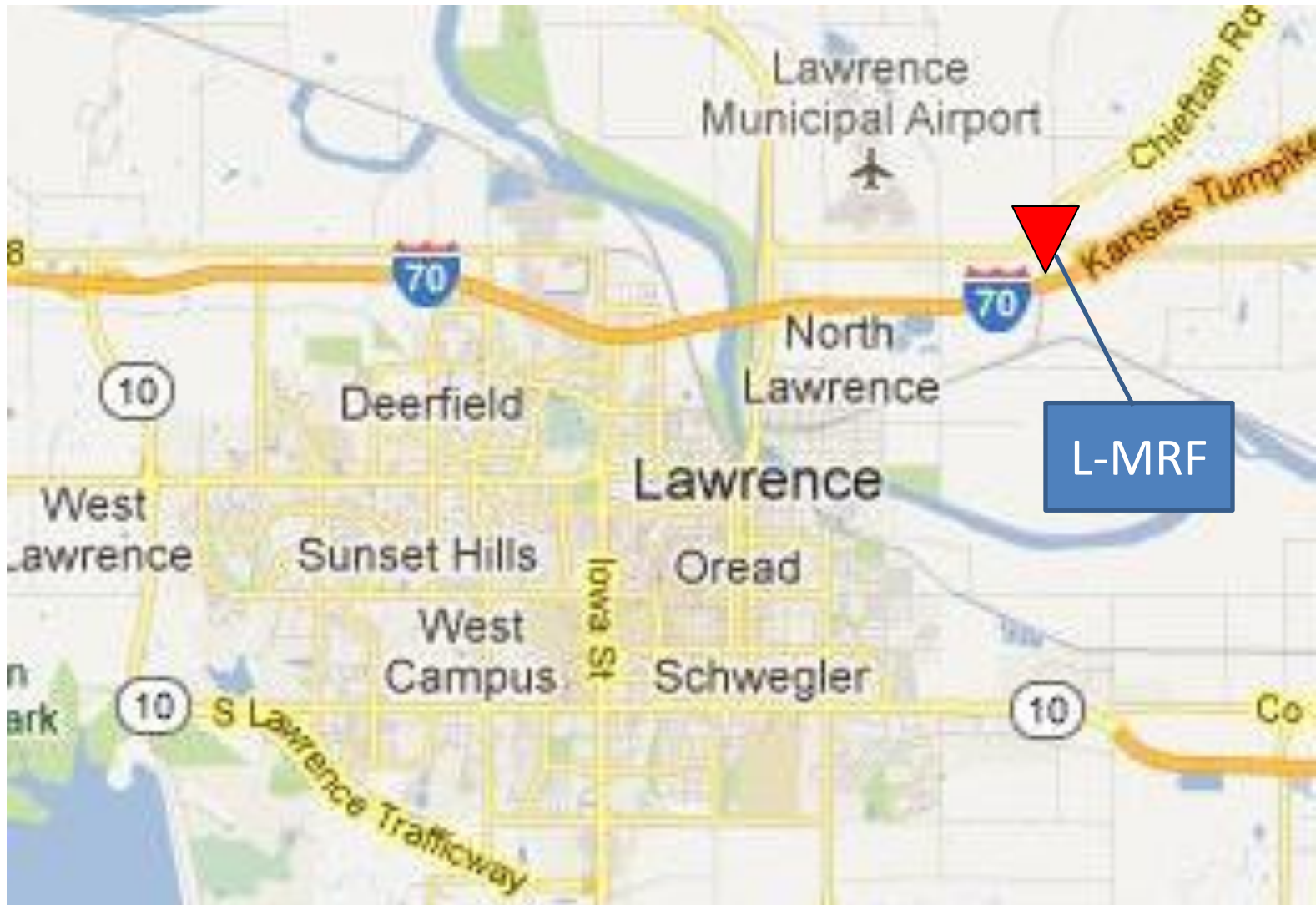


A Sustainable Vision for the Lawrence Materials Recovery Facility

L-MRF provides the following:

- Shared vision and collaboration with City of Lawrence.
- Improved local environmental initiatives and overall sustainability.
- Local facility will be a key component of Lawrence's integrated waste management system and will leverage all single stream potential.
- Large, flexible facility to grow with Lawrence.
- Facility could easily process much more volume with some equipment modifications and increased shifting.
- Construction / demolition waste processing will increase waste diversion / recycling.
- Flexible facility and service that get Lawrence to 50% recycling and beyond.

Facility Location and Proximity

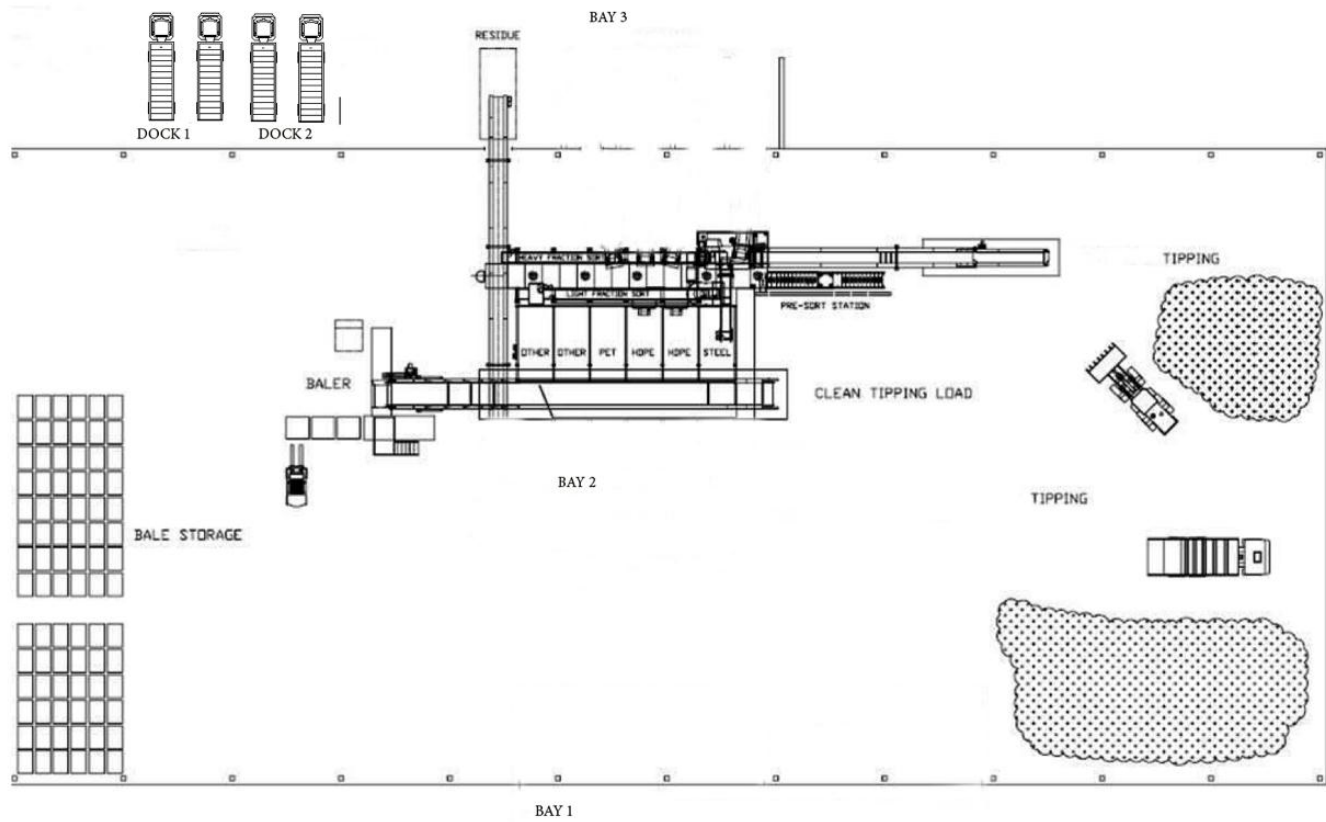


Aerial of Facility

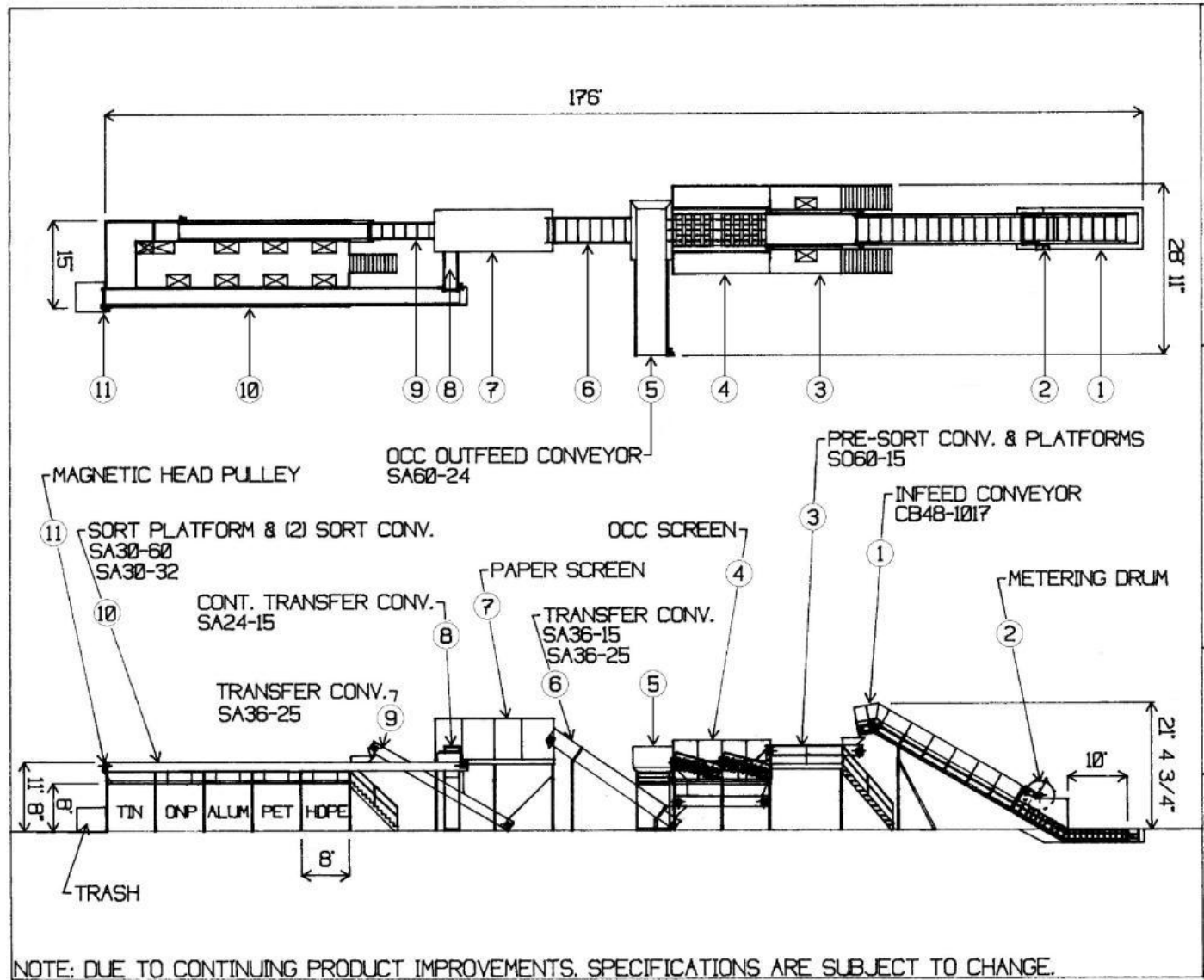


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Facility Equipment Layout - General



Facility Equipment Layout - Detail



Building Design

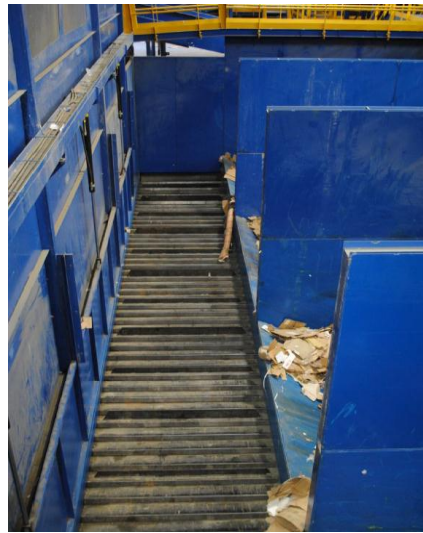
Building Design

- The building has been designed to safely accommodate 2-4 trucks tipping simultaneously.
- The tipping floor layout will allow for multiple days storage as a contingency should the facility need to store materials.
- Excess storage capacity for warehousing of commodities.
- Large, flexible facility to grow with Lawrence.
- Facility could easily process much more volume with some equipment modifications and increased shifting.
- Construction / demolition waste processing will increase waste diversion / recycling.

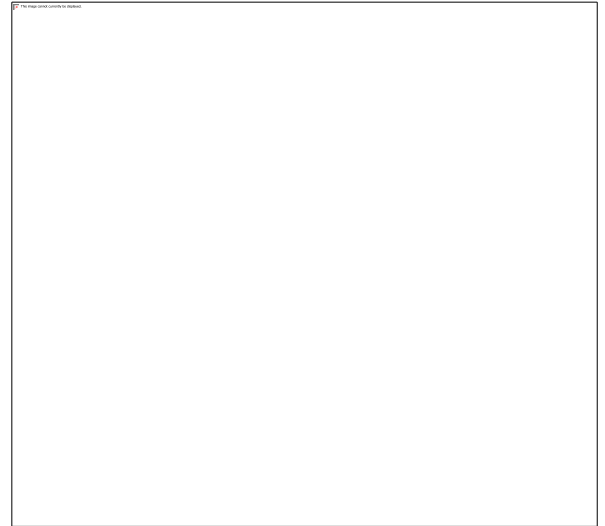
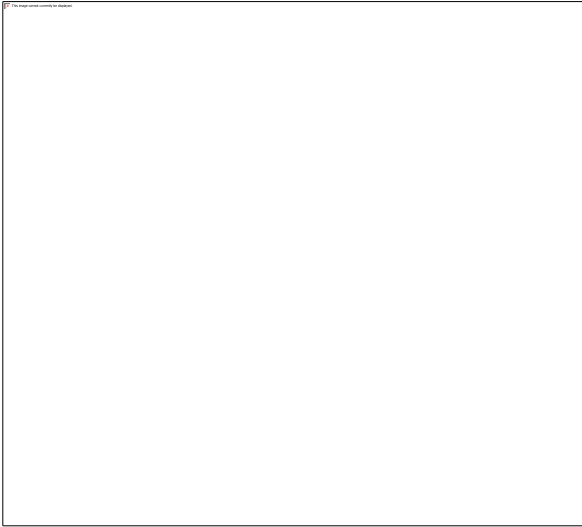
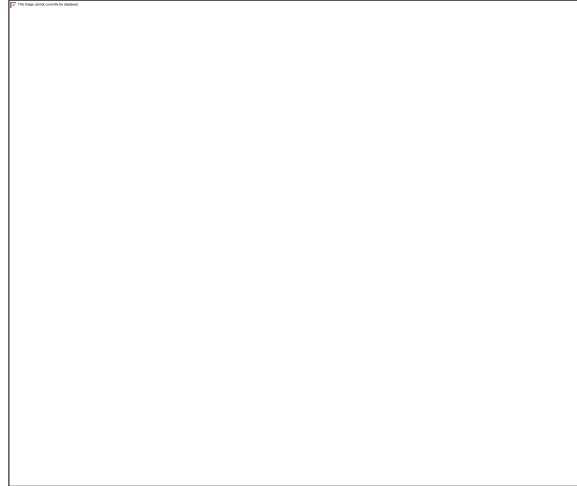
Innovative Equipment



Equipment



Equipment



Equipment



Facility Description

- Intersection of US Highway 24 and Kansas Highway 32
- Dock area and access to rail in order to ship recyclables to markets worldwide and guarantee the City a good value for recovered materials
- Much closer to City collection routes than other MRFs so cost savings will be significant by using the L-MRF
- Hamm to grant City priority tipping status at L-MRF
- On-site turnaround times will be minimal so that City's vehicles can focus on providing curbside service rather than queuing at a MRF

Hours/Days of Operation

- L-MRF will be open to receive material specifically to serve the City.
- Facility will be open from Monday through Friday, 7:00 AM, Central Time to 5:00 PM, and all other times necessary to manage the City's recycling volumes.
- The L-MRF will match the City's holiday schedule.

Scale House

Scale House

- Hamm will provide truck scale that will track and report data.
- The City's weigh tickets and data will be backed up on servers will be available for review by the City.
- City will have top queuing priority – no waiting or wasted time for City equipment/crew.

Records and Reports

- Hamm shall provide necessary monthly reports, rebates, and data to the City

Recyclable Materials Accepted

Types of materials accepted for the MRF:

- Newsprint
- Mixed paper
- Sorted office paper
- Old corrugated containers
- Tin, steel and bimetal containers
- Aluminum cans
- Plastics
- Glass can be added if necessary.

Additionally, the facility can accept and process construction/demolition materials. (i.e. LEED Construction)

Capacity to accommodate future in-vessel food waste processing

Residuals Minimization

- Residuals increase at MRFs due to poor material inputs and/ or operation.
- We will endeavor to work with the City to manage and reduce residuals to a reasonable level.
- Hamm will ensure that our human and equipment resources are working effectively and are maintained to achieve proper sorting and thus reduce residuals.

Material Audits/Residuals

- Hamm will coordinate with the City to develop and provide the necessary material audits required.

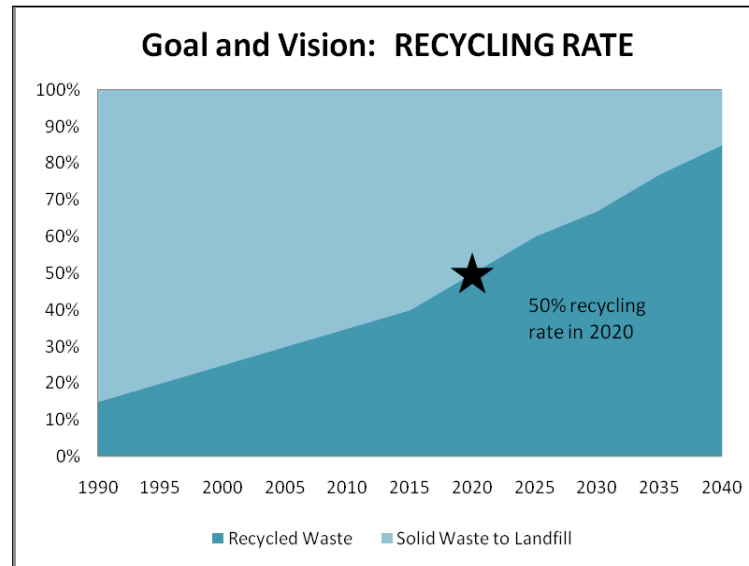
Materials Marketing

- Single stream  Industrial feedstock
- L-MRF will provide commodities that meet or exceed market specifications.
- Commodity and operations consultant: Greenstar
- Greenstar processes 2 million tons of recyclables/year in the U.S. - with 16 material recovery facilities and 5,000 managed retail and commercial locations across all 50 states.

Commitment to Expand Recycling

- Hamm is committed to help and grow the City's recycling program by providing a flexible building layout for future growth and by providing additional areas for construction/demolition processing.
- Construction/demolition processing could lead to further diversion of 10% above and beyond the single stream recycling diversion.
- Annual Performance Reviews- new opportunities, market discussions, etc.

Road Map to Waste Diversion



- Lawrence Drop Boxes
- Other Lawrence Curbside providers
- Lawrence School District
- Lawrence OCC and paper programs
- Commercial Single Stream Launch
- KU Campus, Memorial Stadium, Allen Fieldhouse
- Multi family Units
- Construction/Demolition Processing
- Olathe 70% Participation



L-MRF Safety

- Nothing more valuable than the safety and health of our employees and customers
- Goal: A safe, zero-incident working environment
- Employ all applicable OSHA and ANSI requirements as well as the following MRF specific requirements in order to reduce risk and eliminate hazards
 - Risk assessment
 - Transport
 - Machinery
 - Ergonomics
 - Media Storage – Bale Stacking
 - Fire

Safety Risk on Road

Other MRF's in Topeka and Kansas City

- More time on the road to a facility
- More risk exposure
- Increased uncertainty
- Increased maintenance



Public Education

Hamm to fund and coordinate with city on a multi-level communications campaign to inform citizens by using a comprehensive range of tools:

- Brochures, direct mail pieces and hand-delivered outreach materials
- Websites
- Social media
- Print / Video advertising/Newsletters
- PowerPoint presentations
- Promotional videos, CDs and radio broadcasts
- Displays, signs and banners
- **Facility Tours**
- **Interpretative Center could be added**

Hamm proposes to utilize Kansas University for design services to keep investment local and add to the student educational experience at Kansas University.

Company Profile – Hamm Waste Services

- Safe and responsible waste disposal services to over 500,000 people in Kansas, Missouri, and Nebraska for over 25 years
- Local staff and frontline workforce ensure that our operations and facilities are professionally managed and are compliant with local, state, and federal regulations
- Waste Processing and Fractionating experience

Company Profile – Hamm Waste Services

Value and Sustainability

- Hamm partners with businesses and communities to create long term value for both parties. We cooperate and collaborate with clients to offer waste solutions that benefit each client to lower costs and ensure compliance.
- Provide cost effective and environmentally safe waste services, so that clients are themselves sustainable.
- Our goal is to provide enduring and sustainable partnerships with businesses and communities wherein Hamm provides excellent service and ensures high-quality standards and environmental stewardship.
- Key management personnel for Hamm reside in Lawrence, KS.

Company Profile – Hamm Waste Services

Financial Capacity

- Hamm is a large diversified regional company which is financially stable and fiscally conservative
- One of the few companies nationally that can meet the stringent requirements of the corporate financial tests set forth in Subtitle D of the Resource Conservation and Recovery Act.
- Our revenues are consistently between \$50-\$100 million and our assets, cash flow, and credit are strong
- Financial strength of Hamm allows the City long contract terms, increased planning horizons, and long term, stable rate structures.

Inclusion of Local Recyclers and Organizations

- Independent landfill and independent transfer stations
- All haulers, regardless of size, are treated equally as valuable clients
- Hamm does not compete in the waste hauling business thus it is important for Hamm to offer excellent services to haulers in order to earn their business
- Our egalitarian philosophy and the L-MRF capabilities will serve as a resource management platform for local haulers to use and build their businesses
- Significant improvement for local haulers over the current recycling outlets

Local Platform

Organizations to benefit from the L-MRF

- Sunflower Recycling
- Home Recycling
- Jeff's Recycling
- D.R.A.W. Recycling
- Community Living Opportunities
- Cans for the Community
- Habit for Humanity



Local Spend - Area Vendor Impact

Anderson Rentals, Inc.	Douglas County Public Works	Ace Plumbing, Inc.
D & D Tire, Inc.	Lawrence Journal World	Lawrence Public Library Foundation
Dept of Public Works, Douglas County	City of Lawrence	Polk Crane Service, Inc.
Douglas County Treasurer	Kahle Incorporated	Day & Night Sewer Service, Inc.
Higgins Septic Service	Landplan Engineering, PA	Miles Automotive, Inc dba Crown Toyota
Laser Logic, Inc.	Bigg`s BBQ	Lakeview Excavating, Inc.
Lawrence Hose & Hydraulic	Douglas County GIS Dept	Kennedy Glass, Inc.
Lawrence Printing & Design, Inc.	McCray Lumber, Inc.	Sunflower Publishing
Midland Farm Store	Doug`s Automotive & Alignment, Inc.	Kansas Trucking LLC
Patchen Electric & Ind. Supply, Inc.	Asphalt Sales of Lawrence LLC	Dollard Trucking, Inc.
Rueschoff Locksmith & Security	Sunflower Paving, Inc	Anchor Air LLC
Westheffer Company, Inc.	Lawrence-Douglas Co Fire Medical	Harris Heating & Cooling, Inc
Cloud Heating & Air Condition, Inc.	Affordable Limousine Service, Inc.	Mobile Enviro-Wash Ltd
Hy-Vee Food Stores, Inc.	Norman Ecological Consulting, LLC	Alvamar Country Club
Lawrence Battery Company	Douglas County Public Works	Mulford"s Tree Service, Inc.
Lawrence Memorial Hospital	Chaney, Inc.	Big Brothers Big Sisters of Douglas Co
Pur-O-Zone, Inc.	Schlumberger Technology Corp	Lynn Electric & Communications Inc.
BG Consultants, Inc.	R D Johnson Excavating, Inc.	Ducks Unlimited Jayhawk Chapter
Laird Noller Ford Lawrence	Westar Energy	Lawrence Chamber of Commerce
KUEA Lied Center of Kansas	Sneegas Plumbing, Inc.	Creative Advertising, Inc.



Customer References

Olathe Transfer Station 1681 S. Valley Road, Olathe, KS 66051	Kent Seyfried	913-971-9006
Riley County Transfer Station 1881 Henton Road, Manhattan, KS 66502	Gary Rosewicz	785-537-6330
Dickinson County Transfer Station 2363 Jeep Road, Abilene, KS 6740	Randy Barten	785-263-3420
Pottawatomie County Transfer Station 8585 Wheaton Road, Wamego, KS 66547	Leu Lowry	785- 457-3631
Geary County Transfer Station 1509 N. Perry, Junction City, KS 66441	Dennis Cox	785-238-3612
Marshall County Transfer Station 1548 Pheasant Road, Marysville, KS 66438	Mike Craig	785-799-3576
Brown County Transfer Station 1664 190 th Street, Hiawatha, KS 66434	Charlie Brockhoff	785-547-3415
Franklin County Transfer Station 3323 Osborn Terr., Ottawa, KS 66067	Rick Sawin	785-229-3171
Emporia/Lyon Transfer Station 3100 W. South Ave., Emporia, KS 66801	Keith Senn	620-340-6332
Jefferson County 15049 94 th St., Oskaloosa, KS 66066	Mark Richards	785- 863-2581



Business Proposal

Price Schedule

- L-MRF will require significant capital outlays by Hamm and certain volumes in order to be efficient
- Minimum monthly tonnage of 1150 tons
- Processing fee is \$55.00/ton with a COLA such as PPI/CPI composite

Revenue Sharing

- Rebate to the City 60% of the composite value for recyclables
- Composite floor price of \$40.00
- Fee/Rebate options

Effect on Landfill Rate Structure

- Nature of an integrated waste management service
- If Hamm is selected landfill disposal rates will continue according to current agreement
- If Hamm is NOT selected, the landfill disposal price shall increase \$1/ton for every 5000 ton decrease
- This landfill price increase would only apply if another contractor is selected for either recycling option proposed by this RFP

Term of Contract

- Seven (7) years

Triple Bottom Line

TRIPLE-BOTTOM-LINE:

Sustainable practices must include a balance of environmental, social, and economic benefits.



“Without economic sustainability, a practice will obviously not continue; without environmental sustainability, the planet will not support it; and without social sustainability... it won’t continue.”



Margaret Montgomery, Principal, sustainable advisor at NBBJ

City Sustainability

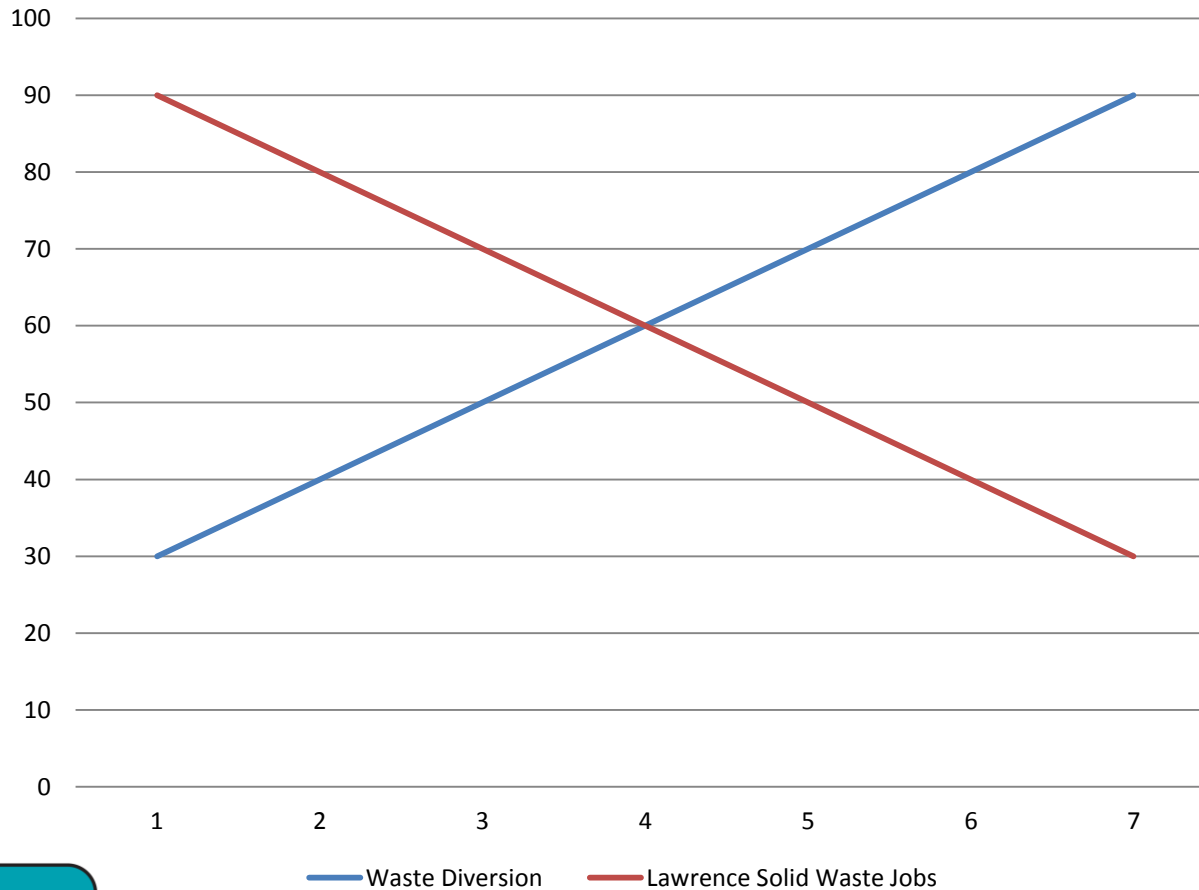
“Sustainability means balancing the needs of the economy, environment, and society. Together, we can create a vibrant economy, a healthy environment, and a livable society for City of Lawrence residents – today and into the future”.



City of Lawrence

HAMM

City of Lawrence Solid Waste Jobs v. Waste Diversion if Recycle Collection is Outsourced



Horizon 2020 – Other Documents

Horizon 2020:

- **Infill development and redevelopment**
- **Business Retention and Expansion-** Business retention and expansion of existing businesses has become the core foundation of economic development efforts for Douglas County. Nationally and locally, over 80% of new jobs and investment growth in a community come from the expansion of existing businesses. Applicable to L-MRF and existing local haulers.
- **L-MRF will provide 15-20 New Jobs for Lawrence**
- **Sustainability:** “We will strive to ensure the sustainability of our physical environment, both natural and built, the health of our economy and the efficient and effective functioning of our community.”
- **Improve Air Quality** through reduction in emissions from vehicle exhaust by reducing the number of vehicle miles traveled.



City of Lawrence

HAMM

City Climate Change Policy

Compliance with City Climate Change Policy Document

- City's Climate Protection Task Force recommended 5, 10, and 15 year goals for waste reduction to 3, 2.75 and 2.25 lbs. per person respectively. Note: A one pound decrease per day will yield approximately 16,000 pounds of recycling per year or 1,300 pound/month.
- Current pounds per person in Lawrence: 3.4
- Adopt and implement operational policies that minimize fuel consumption in the vehicle fleet by route optimization, idling reduction, maintenance practices and/or other means and document emissions reductions from those policy changes.
- Reduce the overall impact associated with the collection of waste and recyclables:
 - Develop waste management strategies to reduce carbon footprint of collection.
 - Optimize collection routes.



Peak Oil Recommendations

Reduce fuel consumption through:

- Optimized routing of solid waste collection fleet
- Reduced number of solid waste pickups
- Increased recycling and composting



Sustainability Advisory Board

- SAB Supports efforts to dramatically increase recycling and increased sustainability
- Energy conservation recommended by the Climate Protection and Peak Oil Plans.
- Municipal planning that encompasses urban growth, smart codes, and the sustainability recommendations put forth in Horizon 2020



City of Lawrence Task Force Goals

Nearly all of the City of Lawrence Task Force Goals will be achieved more comprehensively and more quickly with the L-MRF.



Top Employers in Area - Sustainability

University of Kansas –KU Sustainability Plan –Objective 1.2: Reduce the amount of recyclable materials sent to the landfill. Objective 1.5: Reduce the volume of construction waste sent to the landfill.

Lawrence Public Schools - Many schools and the Main office currently use single stream services.

City of Lawrence - Sustainability means balancing the needs of the economy, environment, and society. Together, we can create a vibrant economy, a healthy environment, and a livable society for City of Lawrence residents – today and into the future.

Lawrence Memorial Hospital - Managing resources prudently and ethically to ensure the future ability to fulfill our Mission.

Berry Plastics - We are minimizing waste in our manufacturing plants and are also conjuring new ways to put our waste to use. We use the EPA's waste hierarchy of reduce, reuse, and recycle to guide us in our waste management decisions. Our Goal: Reduce waste through source reduction and increased recycling.

Vangent - We strive to be a leader in improving environmental quality by minimizing waste and emissions, reusing and recycling, reducing the use of natural resources and promoting pollution prevention efforts throughout the company.

Hallmark - At Hallmark, sustainable business practices are both a longtime tradition and a promise for the future. Since 2007, we've cut waste by 54%, energy use by 20% and water use by 18%.

Amarr Garage Doors - Amarr works to conduct its day-to-day business operations in a way that demonstrates environmental stewardship in a very tangible way. Our company believes that a healthy, sustainable environment is critical to a healthy business and a healthy future for us all. To that end, Amarr has assembled a “green team” that oversees our commitment to the environment and makes recommendations for improvement

Baker University - Baker maintains active recycling on all campuses . In addition, all administrative units are encouraged to go green and utilize electronic technology as much as possible to distribute information.



KU Sustainability

- Increased Recycling on campus.
- Currently preparing for Single Stream Pilot
- Increased C & D Recycling - Aggressive LEED Targets by 2015.



Possible Partners

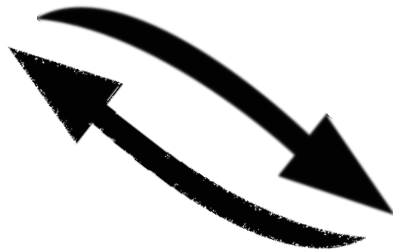
- KU Recycling
- KU Art and Design
 - Design/Media Services
 - Studio 804
- Habitat ReStore
- Lawrence Chamber of Commerce
- Kansas Department of Commerce



Travel Distance / Time to MRFs

Waste Management

*120 Minutes Roundtrip
78 Miles*



L-MRF

*40 Minutes Roundtrip
12.2 Miles*



Lawrence

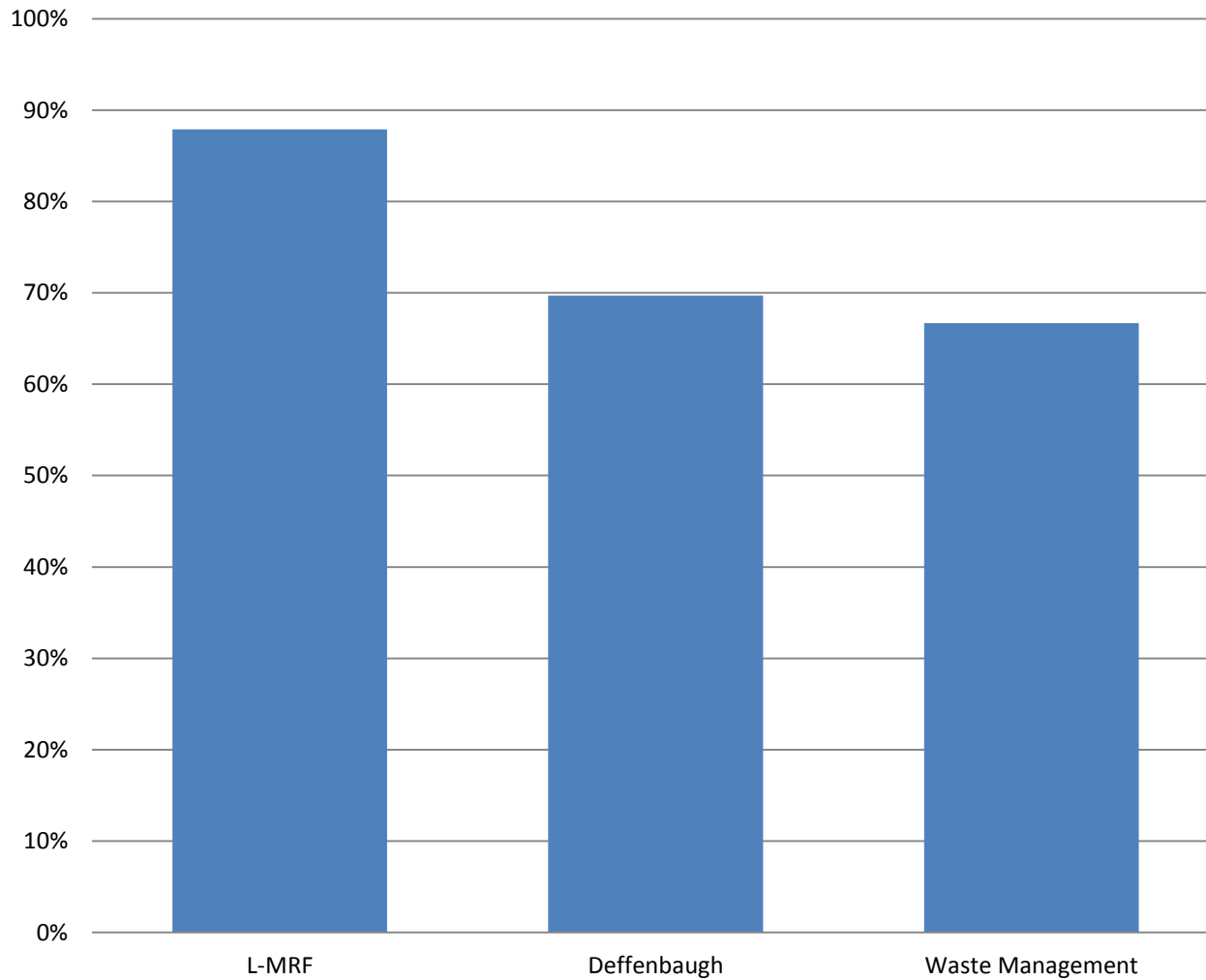
Deffenbaugh

*110 Minutes Roundtrip
64 Miles*



City Sanitation Route Productivity by MRF

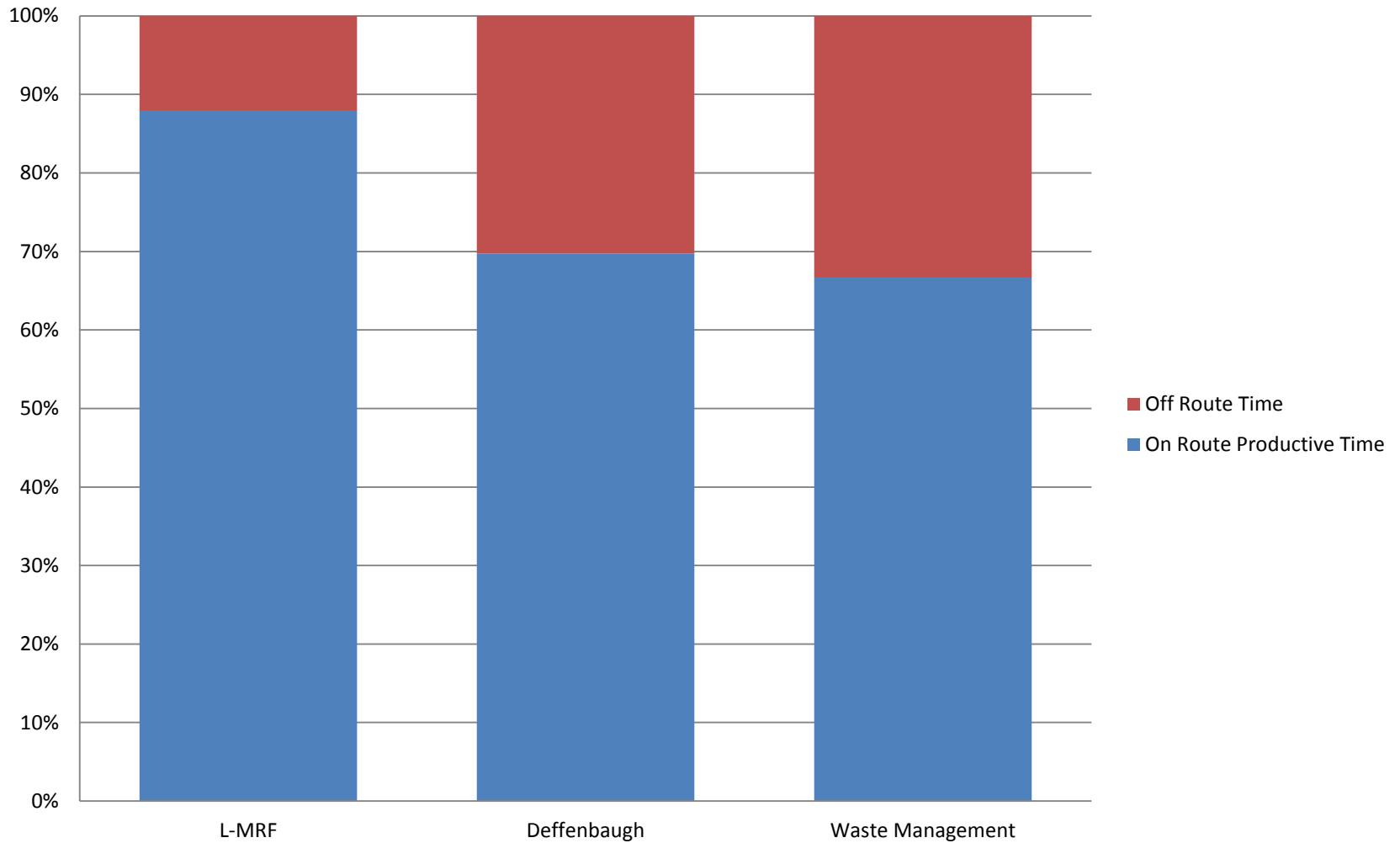
Utilization/Productivity



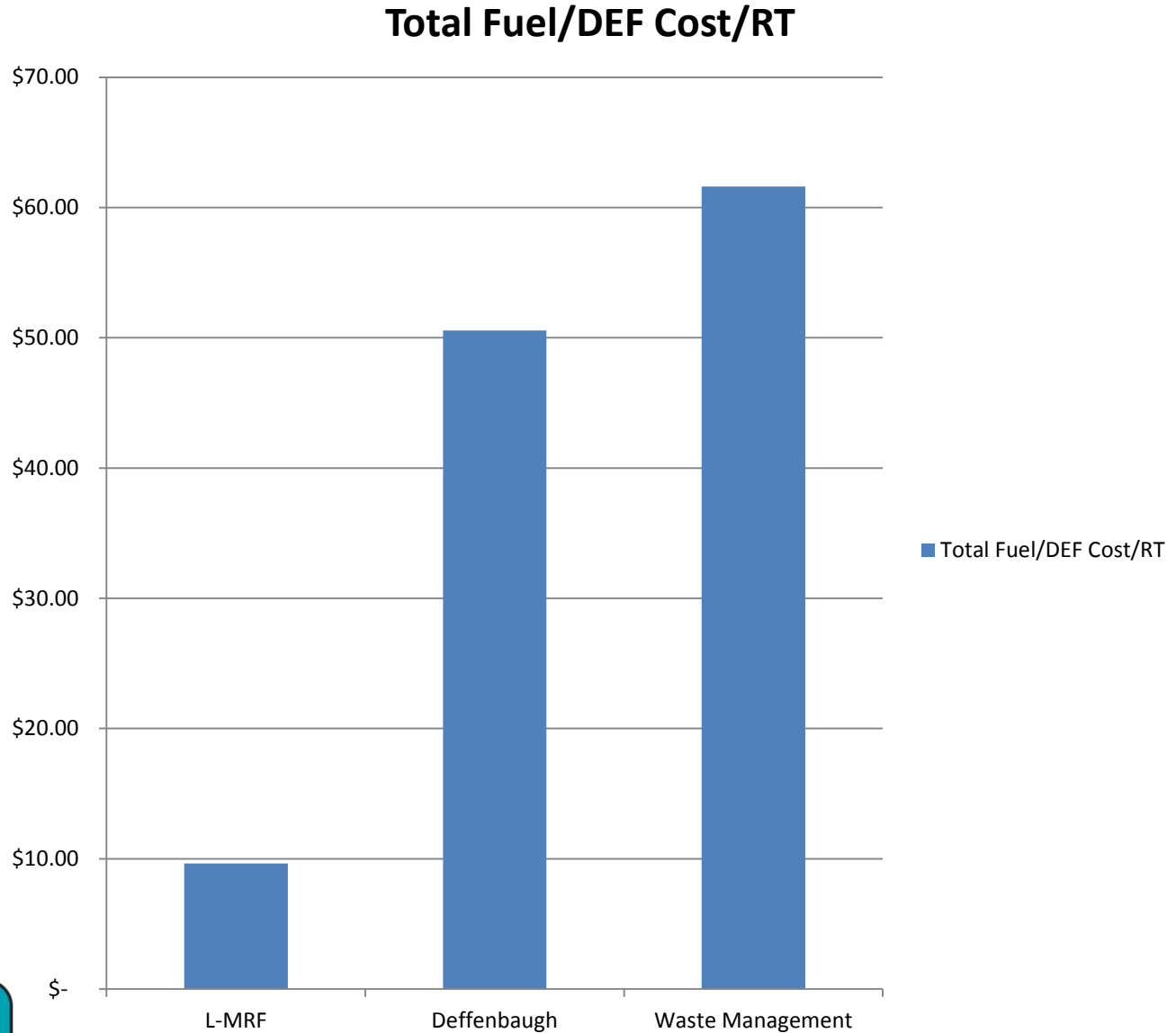
■ On Route Productive Time

City Sanitation Route Productivity by MRF

Utilization/Productivity

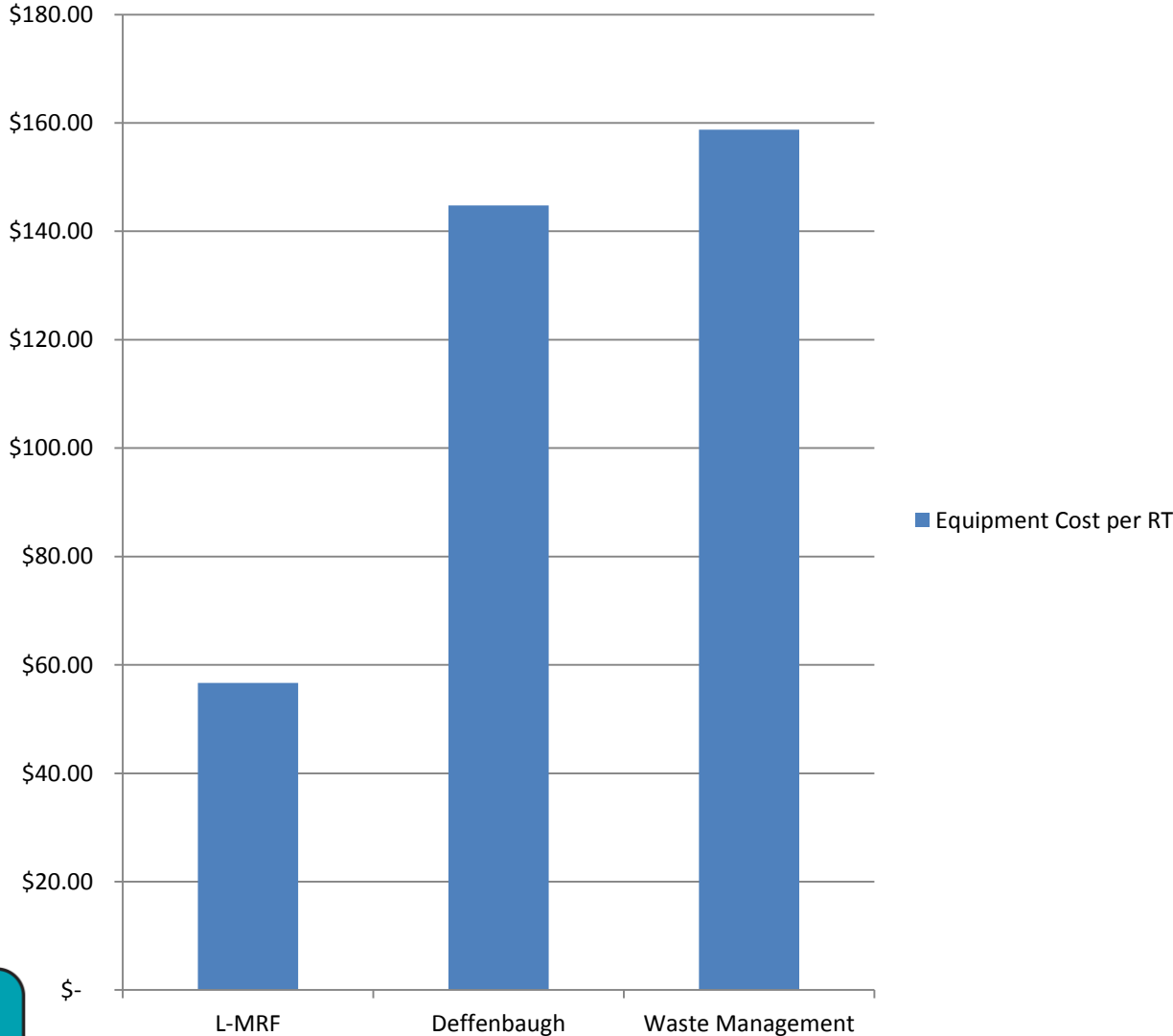


City Sanitation Fuel / Diesel Emissions Fluid by MRF

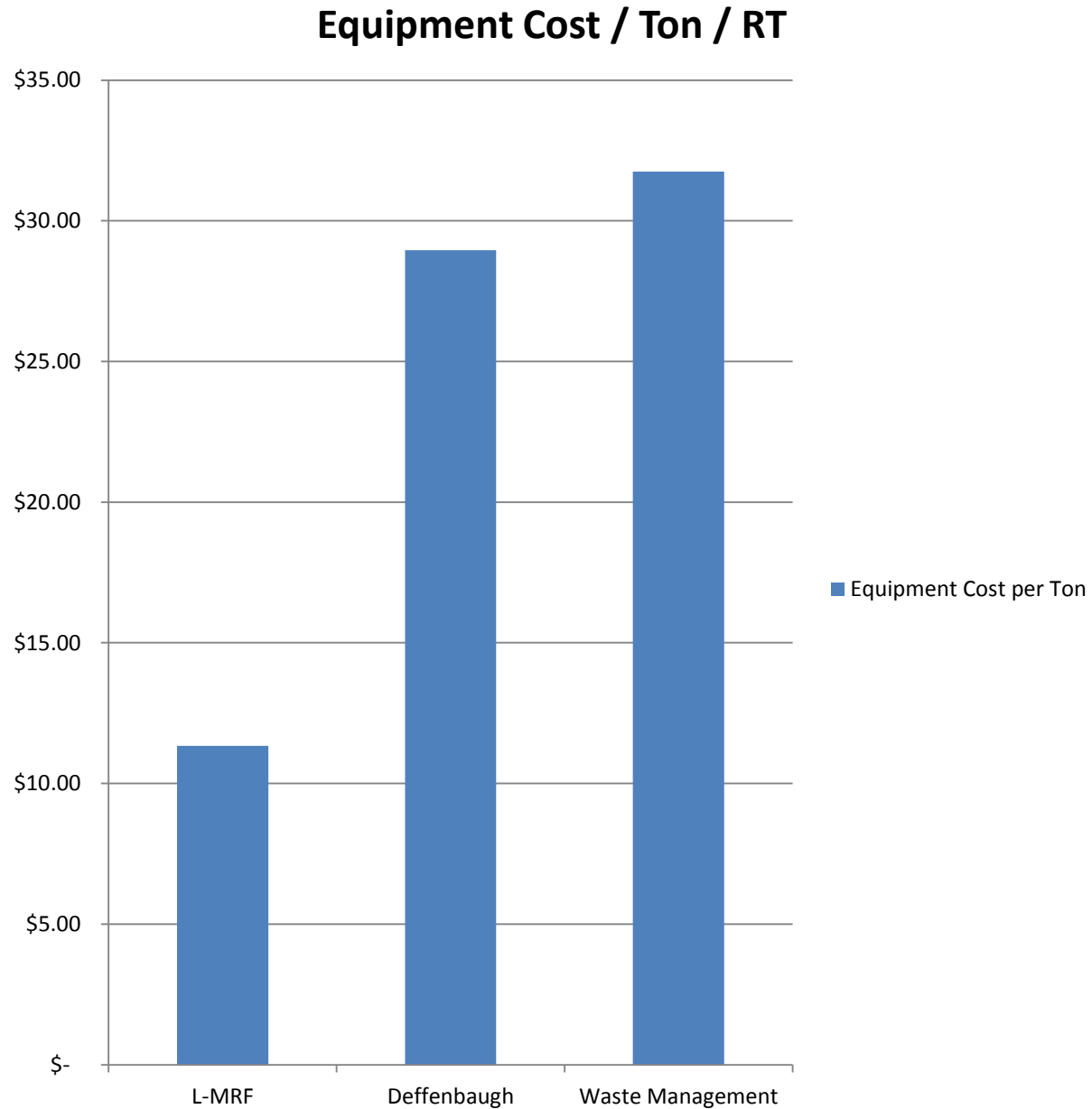


City Sanitation Equipment Cost by MRF

Equipment Cost per RT

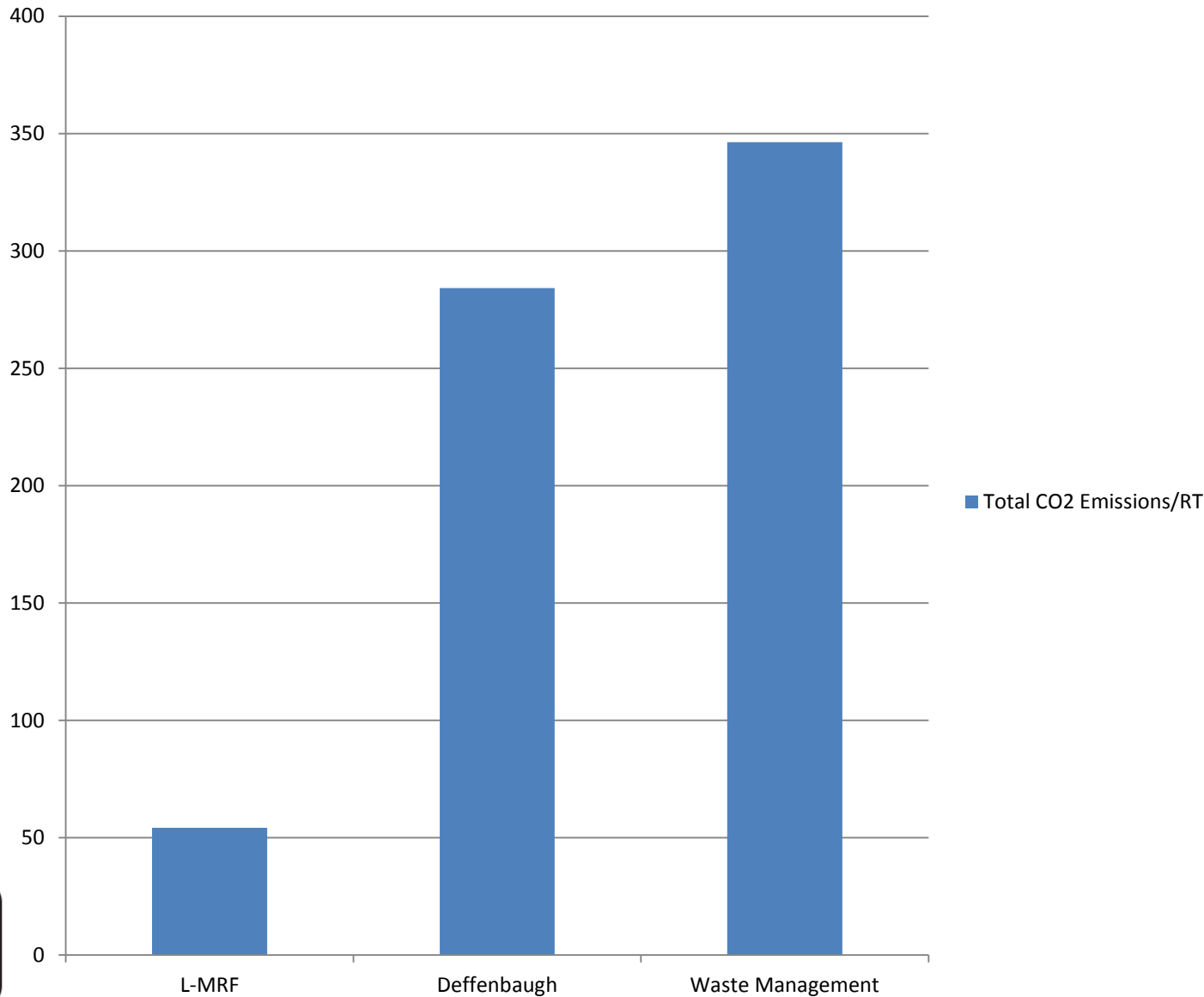


City Sanitation Equipment Cost by MRF

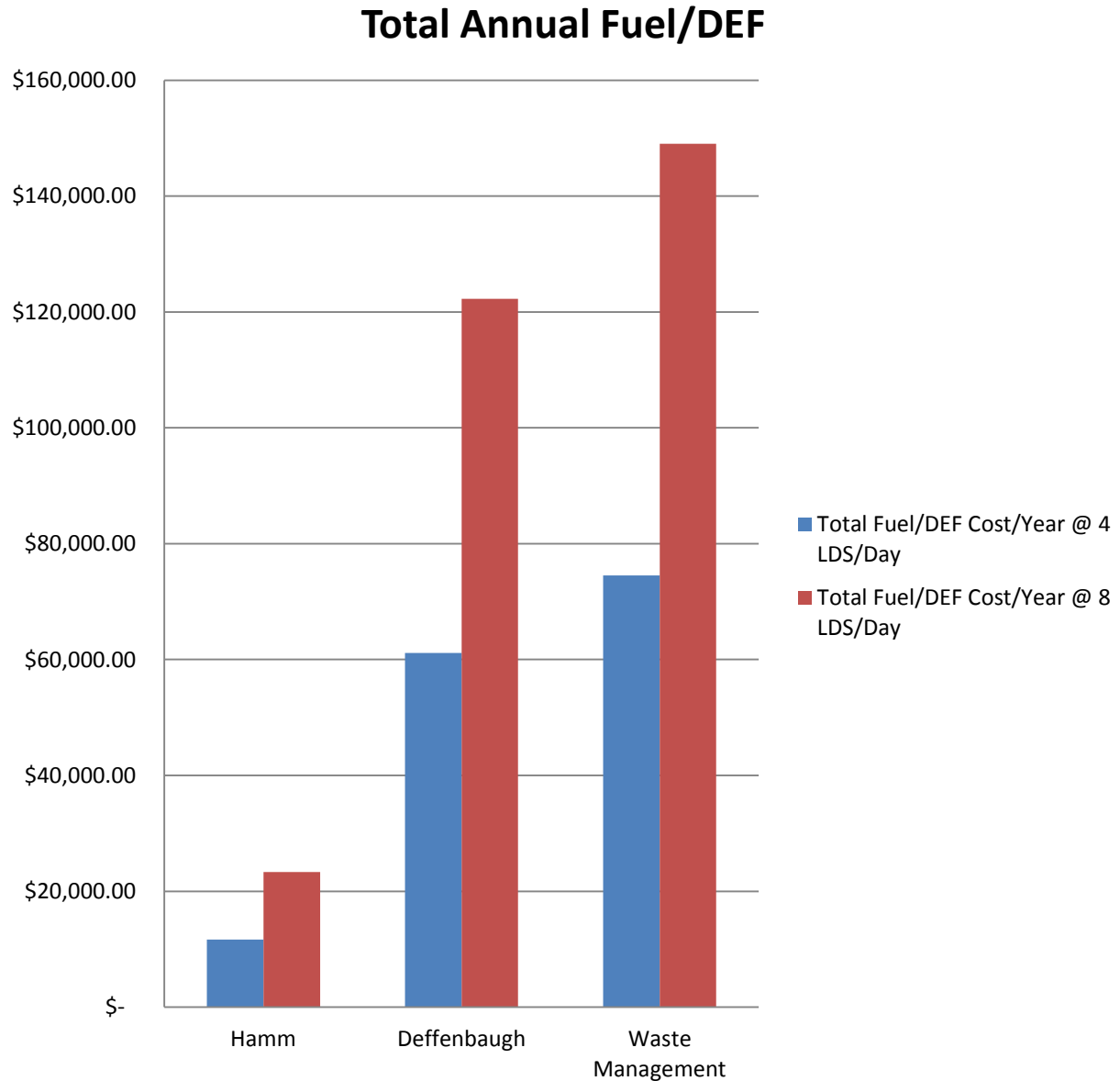


City Sanitation Equipment Carbon Emissions by MRF

Total CO2 Emissions/RT

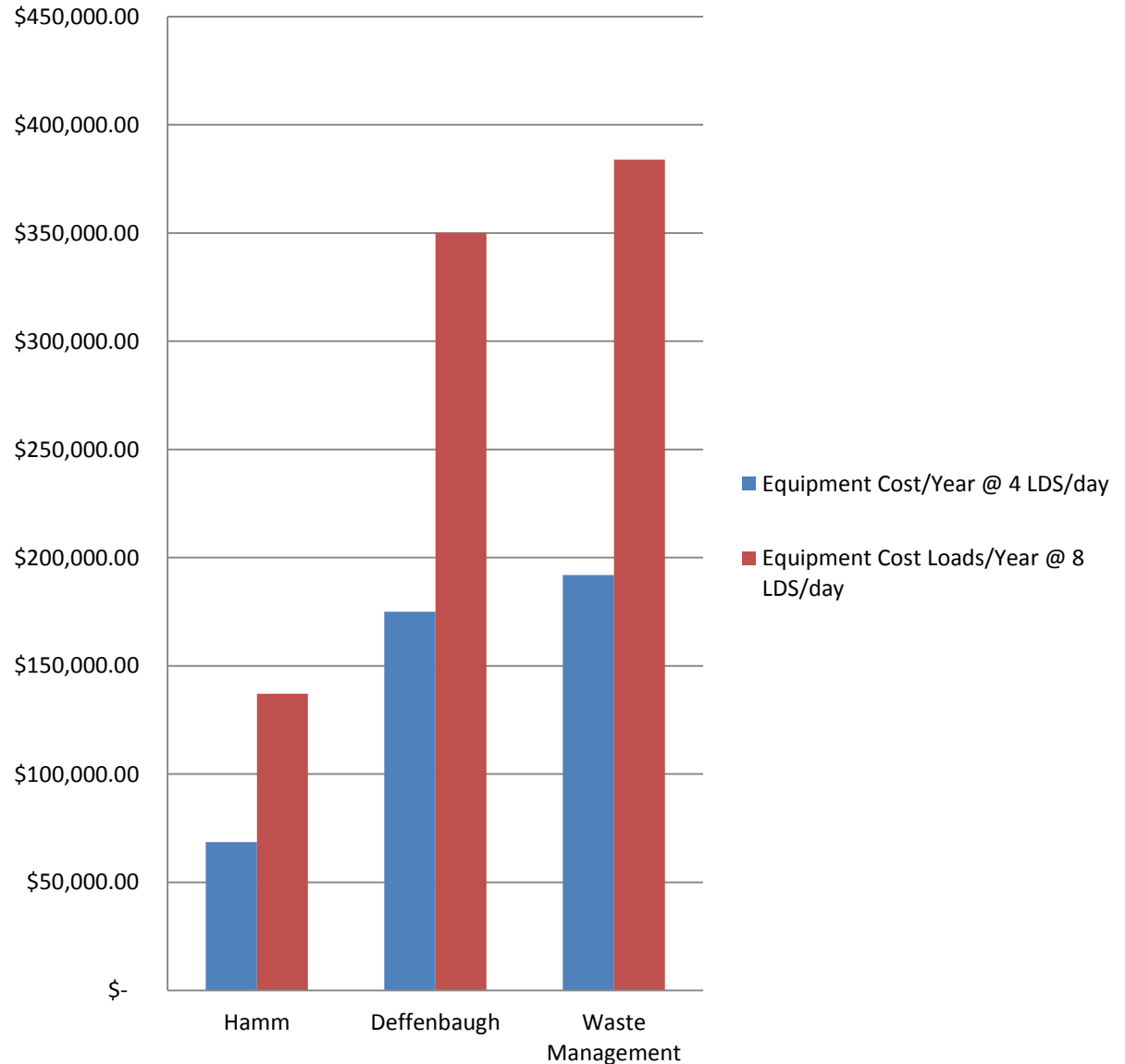


City Sanitation Annual Fuel / DEF by MRF



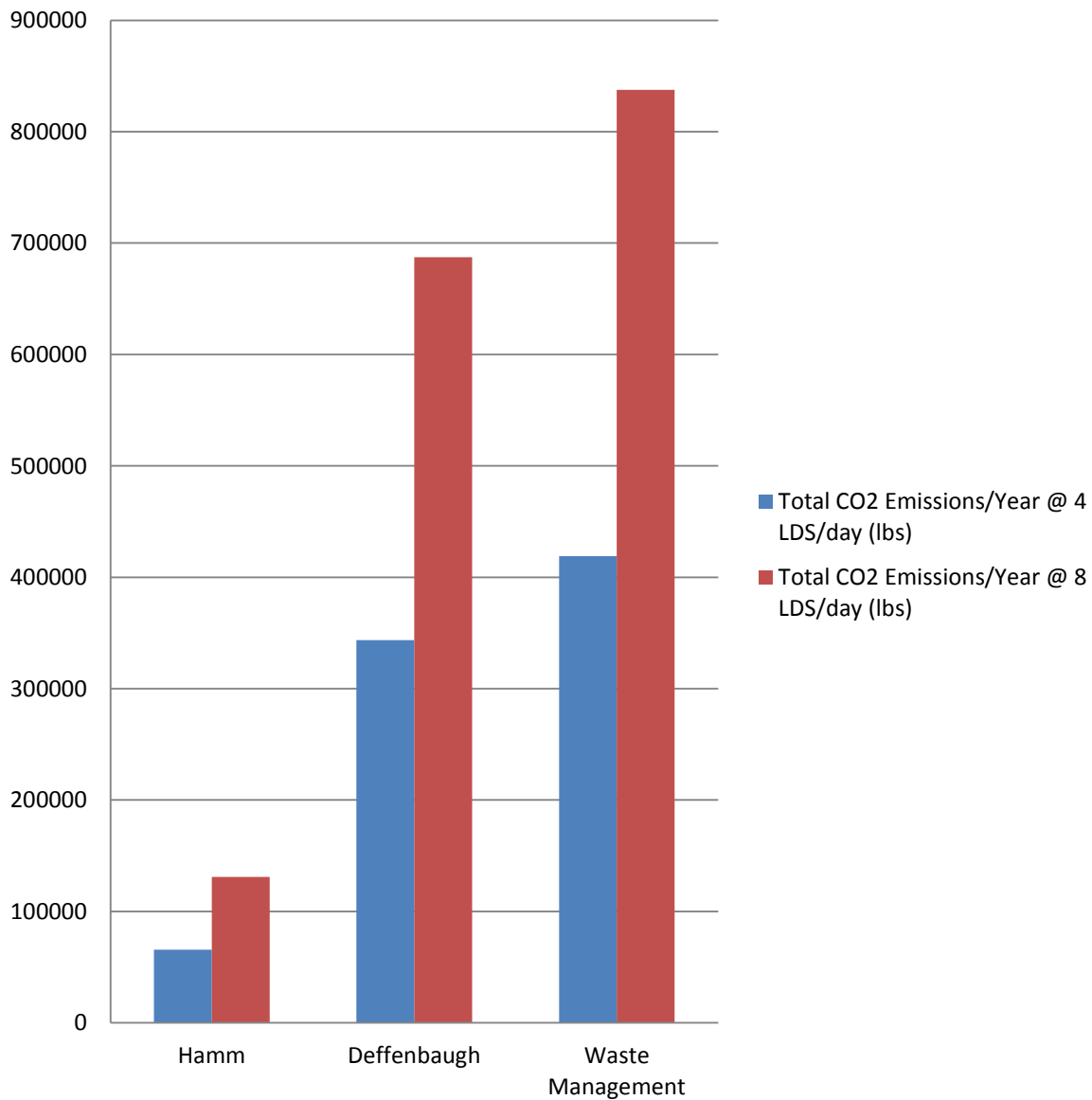
City Sanitation Annual Equipment Cost by MRF

Annual Equipment Cost



City Sanitation Annual Carbon Emissions by MRF

Total CO2 Emissions/Year

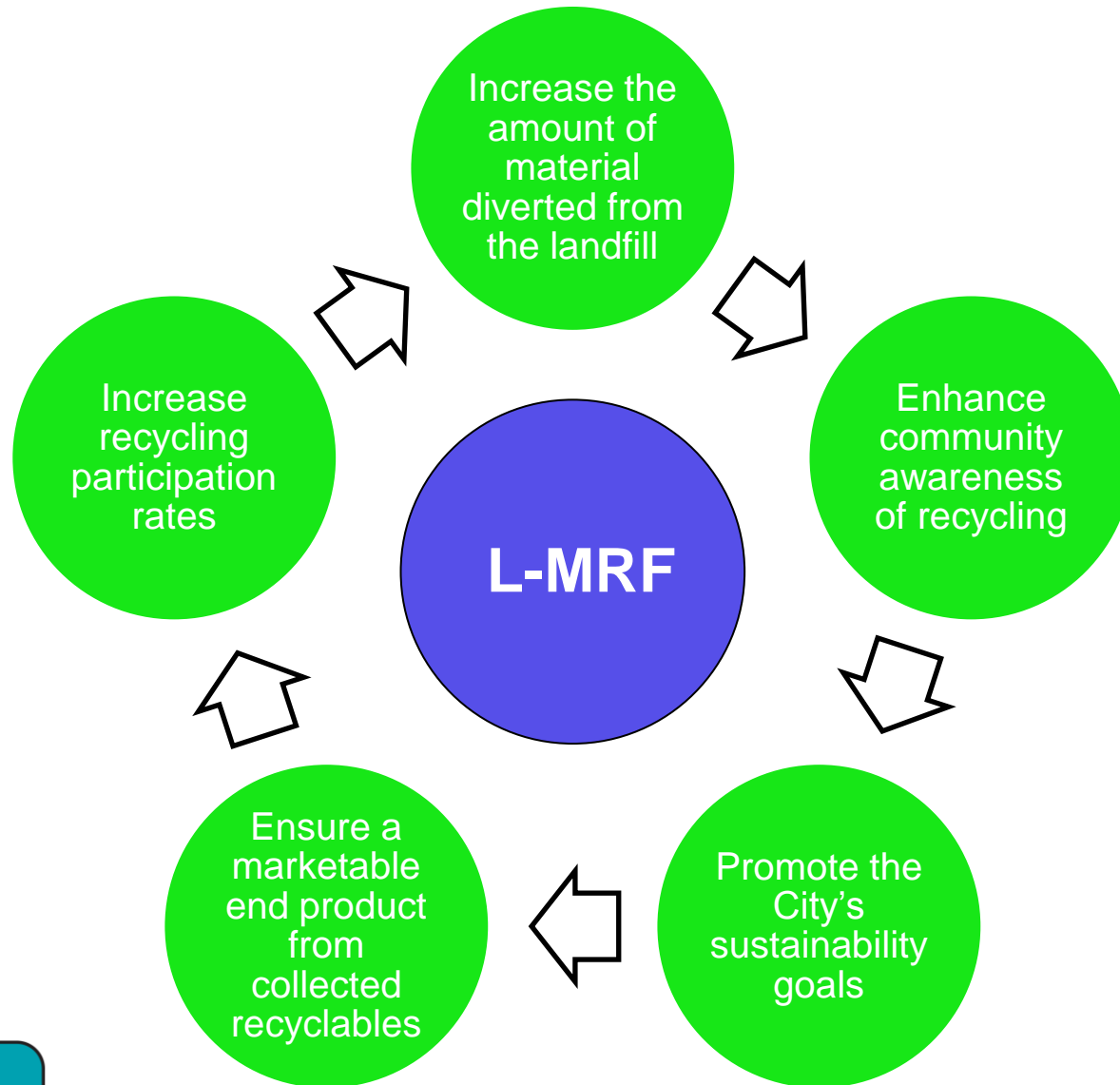


City's Goals per RFP

- Increase the amount of material being diverted from the landfill;
- Increase recycling participation rates;
- Ensure a marketable end product from collected recyclables;
- Promote the City's sustainability goals; and
- Enhance community awareness of recycling.



City's Goals and L-MRF



Questions?

