





We believe in a world where discarded materials are used as resources rather than wasted.

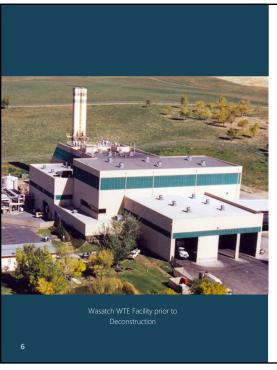
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- Waste management services to Davis and Morgan Counties and 15 member communities – managing 340,000 total TPY
- Owns/operates a local landfill (limited capacity)
   w/ drop-off and LFG-to-Energy system
- Green waste recycling and composting (yard debris) – 25,000 TPY
- Re-use store and HHW drop-off
- Owns an alternate landfill (80+ miles away)
- 420 TPD WTE plant (steam supply to Hill Air Force Base) closed May 2017 after 30 Years operation

**CBB** 



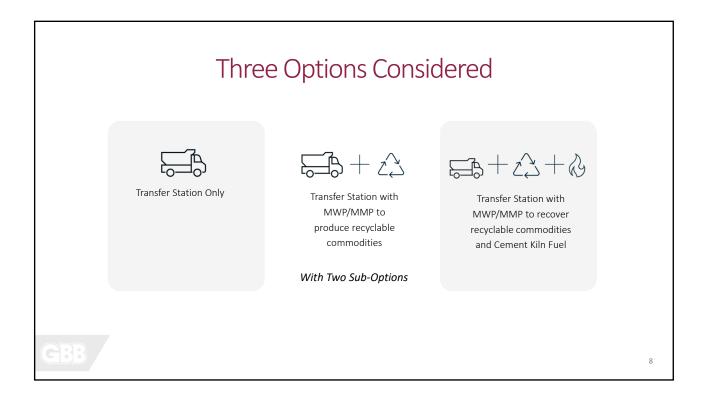


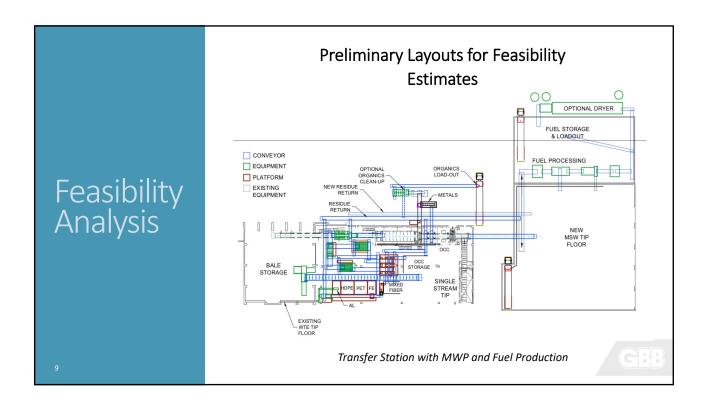
## Wasatch's Changing Paradigm

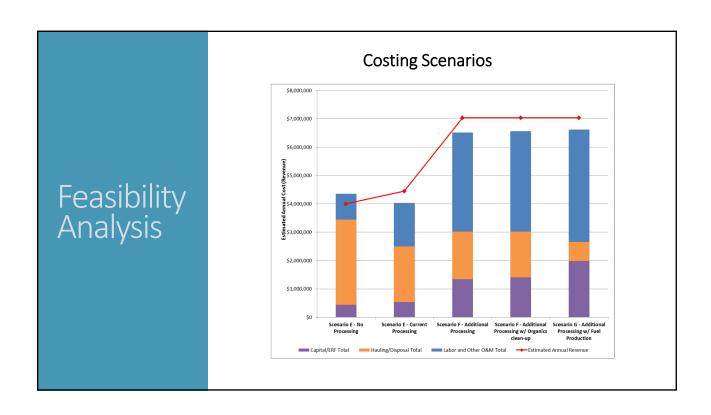
- WTE System Operations
  - WTE plant started operations in 1987, mostly to supply steam to Hill AFB
  - System was due for major upgrades and refurbishments
  - March 2017 Board elects to close plant due to anticipated loss of steam contract and other costs
  - Increased tonnage to local landfill greatly shortening lifespan
- Wasatch Needs and Goals (SWMP)
  - Reduce Waste to Local Landfill (preserve life for local drop-off)
  - Maintain Control of Waste Management and Limit Cost Increases to Customers
  - Increase Regional Material Diversion through Recycling = Reducing Landfilling in General

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## Feasibility Analysis

#### Financing a New Facility

- Board Approval of Bonding
- Financing Options

Reserve Funds in part

New – long-term debt

Revenue Bonds (tax-exempt bonding

status?)

Asset-secured financing

 ${\bf Private\ Partnerships-Offtakers\ purchase\ support}$ 

for the equipment.

Select Financial Advisor, Investment Banker and Bond Counsel
 The Advisor Advi

(to place debt requirements)

• Present to Bond Rating Agency

Tell a compelling story

Firm Revenue Streams



## Procurement Process

#### The RFP Process

- RFP approach: Conventional (contracted separate), Design/Build, Design/Build/Operate
- Compiling the RFP Team and deciding on criteria
- Design/Build needs for the RFP (BOD)
  - Approximate Budget
  - Building if known, (limits if not known)
  - Outputs desired and location of outputs, if known
  - Detailed Composition of material to be processed
  - System Guarantees
  - System Reporting Needs
  - Building and Employee Heating/Cooling plans
  - Responsibilities
- Encourage system versatility/flexibility
- Distribution and time for adequate answers
- Scoring responses/Interviews/Finalizing first choice

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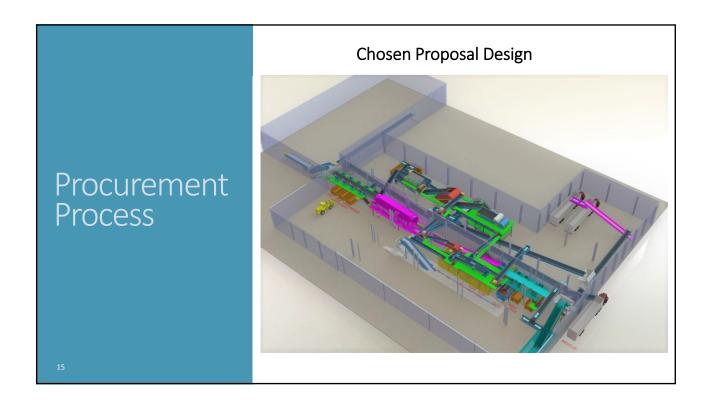
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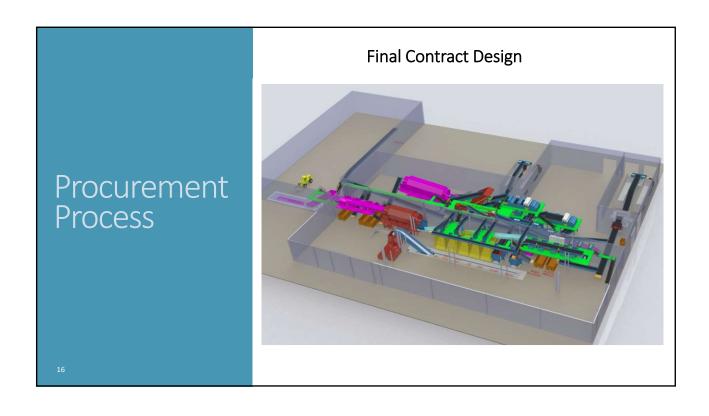
## Procurement Process

#### Proposal Design to Final Contract Design

- Getting a second opinion on Proposed Design. Does the Proposal:
  - Fulfill the needs of processing and recovering materials?
  - Create the appropriate outputs?
  - Have design issues/bottlenecks that need to be addressed?
  - Identify potential hazards/confined spaces?
  - Have adequate maintenance access?
- Reuse of Existing Equipment/Buildings/Pits
- Finalizing testing protocol for system performance
- Finalizing Equipment/Building Ft<sup>2</sup>/Pricing
- Final Contract design is still conceptual but should allow for beginning of next steps







## Procurement Process

#### **Signed Contract**

- Other possible negotiation points-
  - Payment Schedules
  - Performance Guarantees, Warranties, and Testing Protocol
  - Spare Parts Inventory Supplied with System
  - Break-in/Startup Support Period
  - Construction Sequencing
  - Timing due to production capabilities, weather, etc..
  - Performance Schedule
  - Liquidated Damages
  - Insurance

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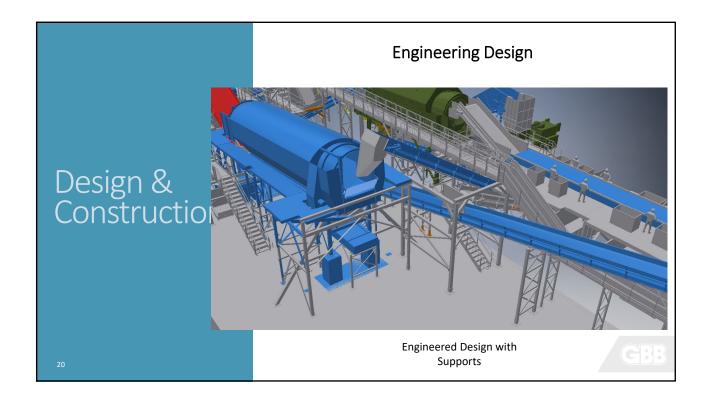
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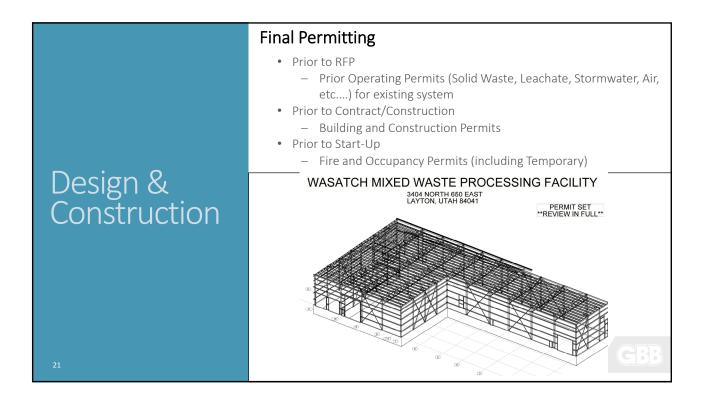


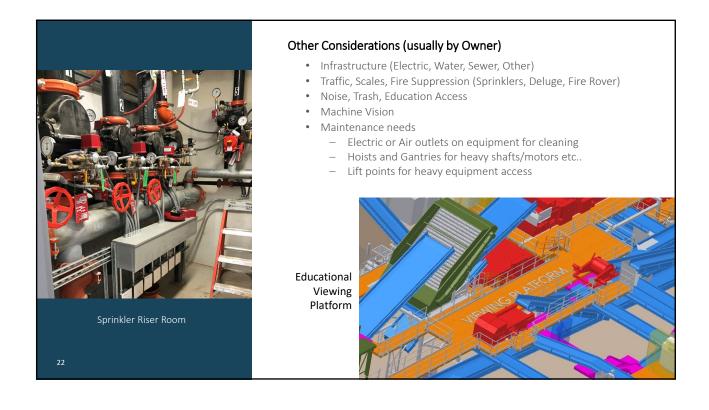
## Design & Construction

## Contract Design to Final Design to Engineered Design

- Allow adequate time to create the final conceptual design that will be basis of engineered design
- Include necessary details not present in proposal design such as:
  - Final equipment locations
  - Access and Egress locations (stairs, etc.)
  - Offices and Worker accommodations
  - Building Doors and equipment pass-through locations
  - Vehicle and maintenance access lanes
  - Pits and other floor modifications
  - Building columns and footer locations
  - Sprinkler Riser room location/Electrical locations
  - Compressor Location(s)
- Coordinating Equipment Vendor and Building Designer







## Design & Construction

### Material and Offtake Agreements

- (Incoming Material & Markets for commodities or off-takers of products)
- · Rework incoming material contracts as necessary
  - Warn of logistics changes, if necessary, during construction
- Identify and acquire offtake agreements
  - Residue
  - Fines/Organics
  - Recyclable Commodities
  - Fuel ( a proportion and mix of recyclable commodities and non-recoverable recyclables
- Backup Agreements for Transfer and Disposal

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# Design & Construction

## **Equipment Installation**

- Necessary Infrastructure (Electrical, Footings, Ventilation, Etc.)
- Room for Staging
- Identifying Critical Installs (Blocking other work/installs)
- Inadvertent Confined Spaces







# System Startup & Testing

#### Training and System Review

- Team training
- Requires input from operator and vendor with an emphasis on the following:
  - Safety
  - Maintenance
  - Operations
  - System Variables

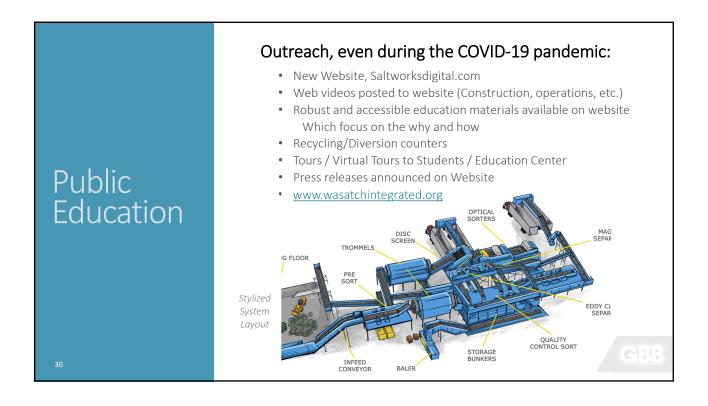


Pre-Sort Team Members

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# Final System Testing Robust testing with statistical analysis (Over 4 Days) Recommend third party testing (not Vendor) Coordination between vendor and operator needed for smooth tests Will interrupt normal processing at times so logistics with haulers may be needed Test Sample Sorting Area Test Sample Sorting Area Test Sample Sorting Area







#### **Preliminary Results:**

- Transfer Operations Working Well
  - Transferring up to 700 tpd
- Processing Equipment Performing Well
  - Currently running about 85 to 90% availability
- Producing high quality recyclables moving to market
  - 3.5% diversion
- Producing well accepted feedstock for cement plant
  - 7.5% diversion
- Still working on organics offtake
  - Potential for 20% to 40% diversion

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## **Next Steps**

#### Into the Future:

- Mattress Processing
- RDF Densification
- Organics/Fines Outlets
- Potential source for alternative conversion experimentation with Universities or other entities





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