

Business of Recycling – Contracts, Pricing, Financing & Budgeting



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Surviving the Downturn: Business Strategy, Careful Budgeting, & Creative Financing



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University of California Sustainability Policy:

The University voluntarily adopts the following waste diversion goals:

50% by June 30, 2008

75% by June 30, 2012

Ultimate goal of zero waste
By 2020



Some False Perceptions

“Waste reduction and recycling is a good thing to do while solid waste is a necessity”

“Recycling should generate enough revenues to be self sufficient while solid waste should be budgeted expense”

“We can get grants for recycling and compost bins but budget for trash bins”

“Waste reduction and recycling is a student activity”

“We have a Sustainability Office now, we don’ t need a recycling program”

Staffing/ Human Resources:

- Existing FTE Staffing for Collections
(Custodial, Grounds, Recycling and Refuse)
- Staff Training and Program Development
- Students for Education, Training, and
Outreach, Advocacy, Project Management
- Faculty for Research and Teaching

Equipment/ Supplies/ Vehicles:

- Institutionalize and Standardize Collection Equipment and Vehicles (Landfill, Recycling, Composting)
- Build Resources into Existing Infrastructure/
Budget

The Evolution of the waste can



Vehicles: Same Trucks for Landfill, Recycling, Compost





Business

Strategy 101:

Correctly

Place

the

Right

Collection

System





It's free but does it work? Does it work for collections?
Does it increase your diversion?

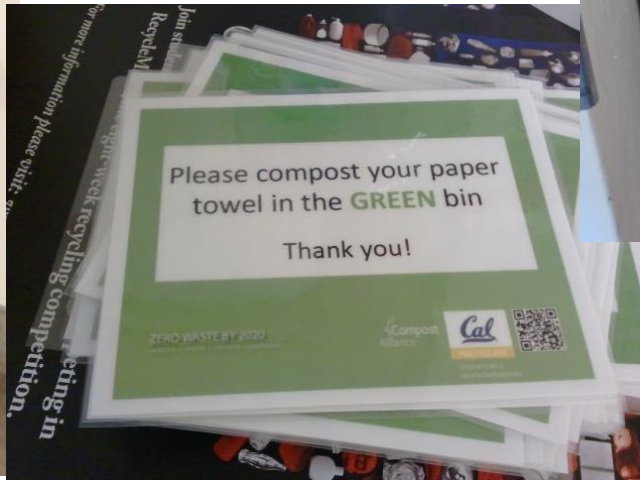
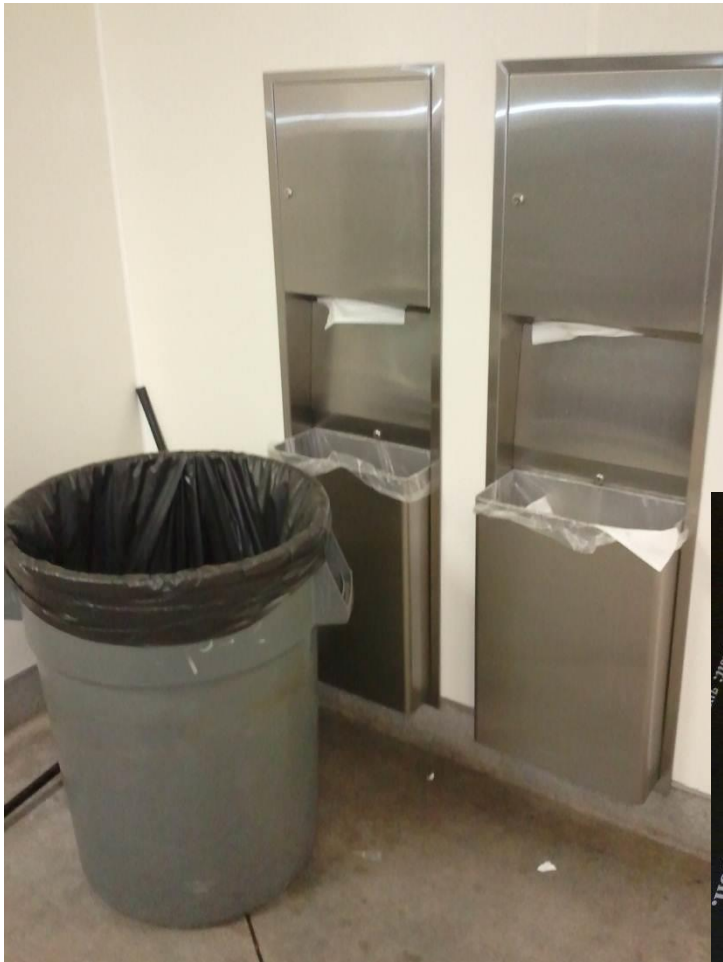


What's the Actual and Real Cost?
Does it work for staff collecting it?
Does it increase your diversion?
What is the goal?
Where will it work?





Soap Dispensers and Paper Towel Machines: How are these funded?



What Should We Invest in?

C
R
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E

V
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L
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E



Education

Waste Reduction

Recycling

Composting

Sustainability

Students

Staff

Cost Savings

Creative Financing

- Use of Recycling Revenues to fund student staff and equipment
- Campus Building Specifications/ Standards to fund landfill, recycling, and composting bins and stations for new or renovations
- Custodial and Grounds Budgets for existing buildings
- Grants for Equipment, Zero Waste Research Center, Waste Audits (Generate Info and Revenue not Labor)

Alternative Funding Sources: Grants

- Campus: The Green Initiative Fund
Chancellor Advisory Committee on Sustainability
- Local: StopWaste.org (Alameda County)
- State: CalRecycle (Bottle Bill)
- Federal: EPA (Region)
- Private: Glad, Pepsi, Coke, AF&PA, etc

Alternative Funding Sources: Cost Avoidance & Recycling Revenues

Maximize Diversion and Profits in your Recyclables

- Materials Collected (not Single Stream)
- Markets (where are your materials going?)
- Baling versus Loose
- Revenue versus Rebates
- In House versus Vendor

Recordkeeping, Tracking Markets, Measure, Report

Vendor and Contracts Beware (Is it really free?)

“There’ s no substitute for hard work”

- Thomas Edison

Questions?

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